

Switchback polls confuse parties

Leaders trade insults over visions of future

By ROBIN OAKLEY, POLITICAL EDITOR

BRITAIN'S two main party leaders launched their election manifestos with a barrage of invective yesterday as the latest polls delivered conflicting messages.

A Gallup poll published in *The Daily Telegraph* today gives the Conservatives a two-point lead, but an NOP for last night's BBC *Newsnight* programme gave Labour a four-point advantage. Two polls yesterday produced a five-point lead for Labour, but a Harris survey published the previous day put the Tories three points ahead. The BBC's poll of polls last night gave Labour a two-point lead.

Neil Kinnock said that another Conservative government would mean a repeat of the "same, stale policies" that had brought economic insecurity, under-funded public services and increased social division. He promised that Labour would "get Britain

Full coverage and analysis of the campaign and the two main parties' manifestos... 7-15

Peter Riddell... 20
Diary... 20
Leading article... 21
Letters... 21
Market reaction... 25
L&T section... 5

working again". The party was in some confusion, however, over its plans to counter the Tory privatisation programme.

Roy Hattersley, the deputy leader, yesterday appeared to contradict Labour's manifesto pledge that the water industry would be taken back under public control, but not returned to public ownership. Mr Kinnock had assured investors that the industry would not be renationalised but his deputy suggested that a Labour government would buy back the shares.

John Major said that a Labour government would take Britain "back to socialism, strikes and strife. Back to the world's pity, or worse still, contempt". As the prime minister presented his party's election manifesto, he emphasised that the Tories believed in "empowering people not overpowering them".

The Conservative document, *The best future for Britain*, promised a continued drive to bring down taxes, the privatisation of British Coal, and firm resistance to Scottish and Welsh devolution. It offered a new ministry to look after broadcasting, the arts and sport, and a Millennium Fund to help finance Manchester's Olympic bid and a Festival of Britain.

The Labour programme, *It's time to get Britain working again*, included pledges to boost spending on investment and training, to restore public control of the national grid, and to provide an extra £1 billion for the health service. The party also promised a Scottish parliament, a

Welsh assembly and a ministry for women.

Faddy Ashdown, the Liberal Democrat leader, denounced both documents as "no-hope manifestos". He said that neither party had risen to the challenges Britain faced on the environment or Europe. "Neither of them will get an unemployed person an extra job, neither of them will mend a leaky school roof, neither will provide Britain with a modern democracy for the future," he said.

Today's Gallup poll, conducted among 984 people yesterday and the day before, showed Conservative support at 40.5 per cent, with Labour on 38.5 per cent, the Liberal Democrats on 18 per cent and others on 3 per cent. The poll is not, however, directly comparable to previous Gallup surveys because the sampling method was changed.

The NOP poll measured Labour support at 42 per cent, with the Conservatives on 38 per cent, Liberal Democrats on 17 per cent and others on 3 per cent. The financial markets showed little adverse reaction to the Labour lead in yesterday's polls. Ministers were also relieved by the latest economic statistics, which indicated that last month's retail sales were 1.5 per cent higher than last year. Norman Lamont, the Chancellor of the Exchequer, said: "The last three months show a 0.6 per cent rise on the same period a year ago. The CBI distributive trades survey indicates that sales volumes have risen for seven consecutive months."

There was some edginess, however, in Tory ranks. Norman Tebbit, the former Tory chairman, said: "We must go for the jugular. One of the dogs of war I would like used is Douglas Hurd [the foreign secretary]. He's a voice of authority and integrity."

Kenneth Baker, the home secretary, said: "We are ahead on the issue of the economy and that's very encouraging. We have got to get out attacking Labour. We have got to wake up the



Exuberant youth: South African teenagers hug each other in Cape Town yesterday in celebration of the referendum result

Suicide bomber blew up embassy

FROM GABRIELLA GAMINI IN BUENOS AIRES

A SUICIDE car-bomber belonging to Islamic Jihad carried out the attack which destroyed the Israeli embassy in Buenos Aires on Tuesday, the Iranian-backed terrorist group said in Beirut yesterday.

The bombing killed at least 12 people and injured more than 200, while at least 20 more were still feared buried under the rubble last night.

The bombing brought the Middle East closer to a new outbreak of violence as Israel vowed to avenge its dead and wounded diplomats. Islamic Jihad said the attack was in revenge for Israel's assassination last month of Sheikh Abbas Moussawi, the Hezbollah leader.

The group, which kidnapped and held foreign hostages in Lebanon, said the bombing was dedicated to the soul of Sheikh Moussawi's son, Hussein, aged 6, who was killed with his father and mother in an Israeli helicopter attack against their motorcade in South Lebanon on February 16.

A typewritten note which was slipped under the door of a Western news agency in Beirut said the suicide bomber was an Argentinian who had converted to Islam.

The group declared that the embassy attack was "one of our continuous strikes against the criminal Israeli enemy within the open war which we will not settle until Israel ceases to exist".

In Buenos Aires, police said that the car bomb contained at least 220lb of high explosive and hopes of finding anyone else alive were fading last night.

Every half an hour rescue workers asked for complete silence around the site of the blast yesterday to listen for any signs of life. Last night they said no more sounds could be heard.

De Klerk wins by landslide to share power with blacks

FROM GAVIN BELL IN CAPE TOWN

SOUTH Africa opened the way to a power-sharing multi-racial government yesterday, President de Klerk won his high-risk political gamble when white voters gave him an overwhelming mandate to pursue the reform process.

In a landslide endorsement, the government swept the polls in all four provinces, and all but one of 15 referendum regions, winning 68.6 per cent of the vote in a high turnout.

Computer analyses showed Mr de Klerk had the support of 79 per cent of English-speakers and 62 per cent of Afrikaansers for negotiating a power-sharing deal with the black majority. The loss of Afrikaner loyalty in particular was a severe blow to the far-

right Conservative party, which had campaigned for a return to apartheid.

"Today we have closed the book on apartheid," a delighted Mr de Klerk told supporters on the lawn of his official residence in Cape Town. "Today we have written in our history the fundamental turning point." There was an element of justice in that those who had devised apartheid had been called upon to close that chapter, he said. "It had to be abandoned and replaced by the only viable policy; that is power-sharing and co-operation in one undivided South Africa."

"We face a future full of challenges: nothing is going to be easy, but we have chosen our direction, we have laid the foundation on which to build real reconciliation, peace and progress for all. There is no doubt that this was a landslide for the cause of peace and justice in our country."

Nelson Mandela, the president of the African National Congress, was "very happy indeed".

There were similarly enthusiastic responses from around the world. Douglas Hurd, the foreign secretary, welcomed the news and said a "No" vote would have thrown South Africa back into trouble in the world and at home.

The White House said the results "clearly show an overwhelming vote in favour of continuing the reform process in that country".

Marlin Fitzwater, the White House spokesman, said: "The president welcomes this outcome." Before Mr de Klerk began speaking, the crowd sang happy birthday — he was 56 yesterday — and he responded: "This is really the birthday of the new South Africa."

Andries Treurnicht, leader of the Conservative party, said: "Black majority rule government must come. But the struggle for freedom and survival is now continuing with even greater earnestness than before." He blamed media propaganda, foreign intervention and threats by businessmen against employees for the result. He vowed the right-wing would never join the negotiating forum, the Convention for a Democratic South Africa (Codesa), and would intensify "the struggle for freedom and survival". However the margin

of victory for reform made it clear he leads a dwindling army in a lost cause. With a huge 85 per cent turnout of the 3.3 million white electorate, the result stunned both camps. Even the Orange Free State, the conservative heartland, voted 55 per cent in favour of reform. Kromstad, one of its two referendum regions where the Conservatives held five out of seven parliamentary seats, sounded the death knell for right-wing hopes when it returned a "yes" vote.

Largely anglophone Durban and Cape Town shared the highest pro-reform vote of 85 per cent, followed by Johannesburg and East London with 78 per cent.

Pretoria, with a high pro-

De Klerk landslide, page 18
Turning the tables, page 20
Leading article, page 21
Market delight, page 27

TODAY IN THE TIMES

HE'S BACK



Marriage, fatherhood and an Oscar nomination — a star is reborn
Life & Times, Page 1

SHE'S HOME



The bride with a £2m castle for a wedding present
Page 3

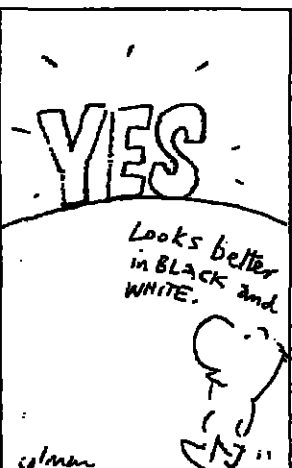
THEY'RE OFF



Arazi aims for derby double as the flat gets under way
Page 34

INDEX

Births, marriages, deaths	22-23
Crossword	24
Letters	21
Obituaries	21
Sport	34-38
Weather	24
LIFE & TIMES	
Arts	2-3
Books	4-5
Concise Crossword	19
Law Report	18
TV & radio	20



Sunderland triumph

SUNDERLAND reached the FA Cup semi-finals after winning their sixth round replay against Chelsea at Roker Park 2-1 last night. Liverpool bowed out of the Uefa Cup, losing to Genoa at Anfield.

The race for the League championship remained open after Manchester United, who are two points behind Leeds, lost 1-0 at Nottingham Forest. Aldershot, the fourth division foot-

ball club, was wound up in the High Court yesterday owing nearly £1.2 million.

England's cricketers, beaten by Zimbabwe in the World Cup yesterday, will play South Africa in the semi-finals in Sydney on Sunday. Pakistan will meet New Zealand in the other semi-final in Auckland tomorrow.

Football reports, pages 37-38
Cup cricket, pages 36 and 38

Press pack on the trail of a royal rumour

By ALAN HAMILTON

MOST of the English-speaking world was riveted yesterday by speculation and rumour to which no vestige of a firm fact can at this stage be bolted. By last night there was mounting suspicion among the cynical that it was all a frantic media ploy to save their readers the tedium of having to wade through the Conservative and Labour election manifestos.

Yesterday morning two popular newspapers, the *Daily Mail* and *The Sun*, startled their readers with large headlines proclaiming the end of the marriage of the Duke and Duchess of York. Inside pages were covered with background detail and history, yet the only fact upon which the entire drama was constructed appeared to be that Sir Matthew Farber, the Queen's solicitor, had spent a considerable part of Sunday at the Yorks' home at Sunninghill Park.

Bucks. Buckingham Palace declined to make any statement on the matter, and declined to offer any hint or nudge as to whether it might or might not be true, or whether they might make a statement on it at some time.

The official silence did not prevent large numbers of photographers camping outside the Yorks' home. They saw the duke leave for a morning's course work at the Army Staff College, Camberley, and the duchess take her elder daughter Princess Beatrice to nursery school. Shouted questions from the mob were studiously ignored.

The duke returned at lunchtime, Wednesday being the normal half-day off at his course. He remained at home for the rest of the day, while the duchess drove out again for a brief period in the afternoon with her elder daughter and two playmates.

Another posse of journalists descended on the village of Dummer, Hamp-

shire, which was the duchess's home and where her father, Major Ronald Ferguson, still farms 800 acres. On the whole, they had doors slammed in their faces by a defensive population unwilling to entertain scandal or bad news about their favourite daughter.

Yet more reporters sped to Islington, north London, to elicit the views of Madam Vasso, a spiritual healer under whose blue plastic pyramid the duchess is reported to have sought solace and calm. Madam Vasso was not in the giving vein, and drove off without comment. Royal fever rapidly crossed the Atlantic, and by yesterday afternoon British time was occupying the pages of the New York newspapers, which were happy to treat unsubstantiated rumour as copper-bottomed fact.

Raoul Felder, a celebrated Manhattan divorce lawyer, was quoted in the *Daily News*, formerly the property of



The duchess: ignored shouted questions

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Old Master cash will pay for repairs and improvements to family property in Scotland

Rosebery is forced to sell Rembrandt

BY SARAH JANE CHECKLAND, SALEROOM CORRESPONDENT

ONE of the largest and most important Rembrandt paintings in private hands is to be sold by Sotheby's in July.

The portrait of Johannes Uytenbogaert, court preacher to the Prince of Orange and an important Dutch religious reformer, is being offered by Lord Rosebery to pay for repairs and improvements to his property and businesses in Scotland.

Having hung for 130 years at Mentmore Towers, the Rosebery stately home in Buckinghamshire, the painting escaped auction at the controversial sale of the house's contents in 1977, when the present earl was forced to raise funds to pay death duties on his father's estate. It has now been removed from Dalmeny, Lord Rosebery's home in Scotland. Sotheby's is timing the sale to coincide with the impor-

tant Rembrandt exhibition opening at the National Gallery in London this week. With uncharacteristic reticence, however, the company refused to set an ambitious presale estimate. "It is clearly a very important painting indeed, and of an important sitter. There hasn't been a Rembrandt of this kind on the market for a long time," said Tim Llewellyn, the company's chief executive.

The painting has been authenticated by the Rembrandt research project in Amsterdam, which has been painstakingly weeding out dozens of paintings incorrectly attributed to the artist. The previous record for a Rembrandt was £7.26 million for an oval portrait of a girl.

Sotheby's announcement follows the unveiling by Christie's last month of a group of three Old Master paintings, all of which are being sold by owners of stately homes. Heritage lobbyists have been preoccupied trying to "save" the portrait by Holbein and a London scene by Canaletto on behalf of the National Gallery and Tate Galleries, and were yesterday saying that they did not have either the energy or resources to take on the Rembrandt.

Sotheby's said Lord Rosebery had not considered offering the painting to the nation in a private treaty sale because, as it has never been exempted from inheritance tax, there would be no advantages for him in doing so.

The present portrait was executed as Rembrandt's career as a portraitist took off. Having arrived in Amsterdam from his home at Leiden, he had just completed *The Anatomy Lesson*, when he was asked to undertake this painting.

He used all his powers to capture the psychology of a man who had prevailed through hard times and exile before being welcomed home by his community. For, after having secured the important posts as court preacher to Prince Maurits of Orange and tutor to the young Prince Frederik Hendrik, Uytenbogaert became closely involved with the liberal and political movement called the Remonstrants, within the Dutch Protestant church, opposed to the extremes of Calvinism. Disfavour with the government obliged him to leave Holland in 1618. By 1630, however, he had returned and been acknowledged as a religious reformer.

The painting was commissioned by Abraham Anthony, a rich Amsterdam merchant, and recorded as being in his collection in 1664. By the early 19th century, however, it had moved to Italy in the Manfrini collection in Venice, from where it was bought for Mentmore Towers by Baron Meyer de Rothschild. His daughter, Hannah, married Archibald, the 5th Earl of Rosebery and British prime minister.



Priceless preacher: Sotheby's has not estimated the value of the Rembrandt

Roving balladeer hires the Palladium

BY LOUISE HIDALGO

A ROVING Yorkshire balladeer is hiring the London Palladium later this year, at his own expense, in a last attempt to launch himself on the recording circuit.

Paul Wheeler, aged 47, a father of three, has invested £10,000 of his savings in the evening in the hope that his determination and talent will finally attract the attention of a recording studio. He has been travelling the country since he gave up a career as a research scientist 25 years ago, performing first in clubs and latterly in shopping centres and markets. "People have been known to dance down the aisles, with a tin of peas in their hand, when Paul has been playing," his wife and business associate, Jill, said.

Two years ago he appeared on Radio 2 and received more than 3,000 letters asking where people could buy his music. But it failed to result in a recording contract, and Mr Wheeler has had to finance and distribute his own compact discs.

The Wheelers are confident they will sell the 1,000 tickets they need to recoup the £10,000 cost of hiring and equipping the venue. They hope to fill the 2,000-seat venue. Tickets for *An Evening with Paul Wheeler* go on sale this weekend. But if it does not prove the success they hope, Mr Wheeler will be back on his usual pitch at the markets near his home village of Sleights, near Whitby, the following week.

BBC film editors strike over job losses

BBC film editors staged a ten-hour strike yesterday after a breakdown of talks over redundancies. According to Bectu, the broadcasting union, the cuts announced by the BBC's management in January would involve 88 posts from a strength of 173, reducing the numbers of editors to 52.

The BBC says that 52 jobs are to be lost from a staff list of 184, but that voluntary redundancies among assistant editors are being asked for first.

Vincent Feiner, the union's industrial officer, said management had refused to consider volunteers in the first instance or to discuss meaningfully the overall job losses. "We found no common ground at Acas and our dispute procedure is at an end," a BBC spokeswoman said. "We have had detailed negotiations and have followed procedures to the full extent, but regrettably this has not achieved the desired agreement. We have looked for a solution but there doesn't appear to be one at the moment."

M3 sadness

Carlo Ripa di Meana, the European Community environment commissioner who tried unsuccessfully to stop work on the M3 extension through Twyford Down, Hampshire, said yesterday that he was disappointed that his request had been ignored and that work had started. He contends that Britain breached EC law by failing to carry out adequate environmental impact assessments.

Boys crash car

Police chased a stolen car driven by a boy aged 13 through three counties after it was involved in a crash. The car used the hard shoulder and weaved across all three lanes as officers followed it from Coventry down the A16 and on to the M1. The driver and four other boys, aged 11 to 14, were finally stopped on Tuesday night when they crashed into two police vehicles blocking their path.

Vagrant jailed

A beggar who stabbed a tourist to death in London's West End when he refused to hand over any money was jailed for life at the Central Criminal Court. Douglas Reed, aged 33, stabbed Benjamin Warren, a lecturer, aged 49, from Barcelona, in the neck and chest with a hunting knife. A charge of attempting to murder another man minutes earlier was left on file.

Station ban

Eight youths charged with conspiracy in a case involving graffiti estimated to have cost rail networks £60,000 over two years were banned yesterday from every Underground and BR station in Britain. Magistrates at Horseferry Road, central London, imposed the travel ban as a condition of bail. The eight, including two boys aged 15 and 16, were remanded to appear next month.

British Gas loses sex case

BY DAVID YOUNG

A SENIOR executive demoted from her £45,000-a-year job with British Gas has won her claim for sexual discrimination.

An industrial tribunal had been told that Hilary Williams was an outsider in a male club and had been demoted from her post during a reshuffle after the privatisation of British Gas. The tribunal has awarded her £8,000 in "aggravated damages for institutionalised sexual discrimination" and has recommended that she should get her job back by May. The company was ordered to pay all the costs.

The tribunal was told that a British Gas senior manager praised Ms Williams for not causing a rumpus when she was told of her demotion. He told her: "Thank God you've taken it like a man, even if you are the wrong shape."

The tribunal ruled: "It was indicative, in the view of the tribunal, that these people saw the applicant more as a woman than a colleague."

Ms Williams, of Chelmscombe, Weston, Bath, claimed sexual discrimination on April 8 last year against British Gas South-western Region. The company denied it was sexist.

Stella Hollis, the tribunal chairman, said the panel was "quite satisfied there was in this case sexual discrimination. There does not seem to be any other reason for the applicant not being confirmed in her job other than the fact men were treated more favourably than she was treated." She said Ms Williams's job had not changed so much that it had to be readvertised.

Ms Williams was once tipped to become the first female director of British Gas and was the most senior woman in its marketing division.

Doctor guilty of misconduct

A DOCTOR was suspended yesterday after being found guilty of serious professional misconduct over his treatment of a patient with a "life-threatening" appendix abscess.

The professional committee of the General Medical Council found that on September 23 and 25, 1989, Dr Robert Jones failed to carry out a proper physical examination. It dismissed a charge that he failed to refer Brendan McGoldrick, aged 47, a driving instructor, of Coggeshall, Essex, to hospital when his condition required it.

Dr Jones's eight-month

suspension will come into force in 28 days unless an appeal is lodged. After the hearing Dr Jones said he would not be appealing. He said earlier yesterday in evidence that he admitted he was guilty of poor management and lack of vigilance.

Adrian Hopkins, his barrister, said Dr Jones was a caring doctor who had had an unblemished 22-year career. His conduct in the McGoldrick case was "an isolated incident".

Mr McGoldrick had complained of severe pain and vomiting. He claimed he was seen four times by Dr Jones

over a fortnight but was not examined once. He later went to another doctor, who ordered his immediate admission to hospital, where he had an emergency operation for an appendix abscess.

Mr McGoldrick had a history of indigestion and initially Dr Jones believed he was suffering from a recurrence of his old problems.

Dr Jones was questioned at length by police investigating the murder of his third wife, Diane, nine years ago, after her battered body was found in woodland. He was released without charge and the murder remains unsolved.

Shoppers delay the final bill

BY ROBIN YOUNG

THE cost of the average modest funeral has gone up by more than half in five years, according to a market research report today.

If charges continued to increase at the same rate, even the simplest funeral could cost £6,230 in 25 years' time, Mintel says. A top of the market send-off would then be costing some £17,000.

Only a small number of people make plans to pay for their funeral before their death. Of 943 adults who were willing to answer ques-

tions, three-fifths said they would like to be able to pay for their funeral in advance. Hardly any realised that they already could, though it is now more than six years since funeral pre-payment schemes were first launched in Britain.

So far fewer than 65,000 people in Britain are believed to have paid for their funeral in advance. In America, Mintel says, about three-quarters of all funerals have been paid for before death.

Mintel thinks the British market for pre-paid funerals remains so largely untapped

because undertakers have traditionally been coy about advertising.

"People simply do not know the plans exist and leave it too late to make provision," a spokesman said. The few funeral business companies which do offer pre-payment facilities, though, are inclined to blame customer resistance to the idea of death rather than their own diffidence in marketing.

Funeral Business, Mintel International, 18-19 Long Lane, London, EC1A 9HE, £15.

Whale of a yarn drowns in ocean of pointless mediocrity

THAT she blows! Yes, but what was the chorus of love-lies in black swimsuits referring to as it gesticulated in dismay? Not just a whale which, when it belatedly appears, turns out to be a dozen flapping parasols with eyes imprinted on their silk. Cameron Mackintosh Productions was assiduously blowing the chance to create a good, strong musical.

Moby Dick is a prolonged attempt to disarm critical objection and discountenance good sense. Not for Robert Longden, its librettist, the imaginative frame

that Orson Welles chose when he staged the unstageable 35 years ago. There, a tyrannical actor-manager was seen rehearsing his version of Ahab's crazed fishing expedition; yet the result was true to the original as well as spectacular. Here, Melville's majestic tome has become a speech-day play performed by what is meant to be a near-bankrupt girls' school. Expensive stage effects belie the claim.

That makes it hard to complain when things get foolish, as they mostly do. It is like being sucked into

Benedict Nightingale, at the West End first night of Cameron Mackintosh's new venture, *Moby Dick*, found it nothing more than a very silly joke

somebody's very silly, very private joke. The first impression is of clutter — lamps, sailcloth, nooses, chairs, tennis rackets and other bric-a-brac dangling from the theatre ceiling — and then the show itself conscientiously reduces clutter to chaos. At times you need to be both a Melville fan and an Angela Brazil scholar to

understand it. The school is quickly evoked. Girls in gymslips strangle each other while sixth-formers in sexy stockings fondle canes.

This is St Trinian's à la Cynthia Payne. The headmistress is Tony Monopoly, a bulky blend of Margaret Rutherford and Robert Roodey, playing Ahab as a black-cloaked Henry Irving

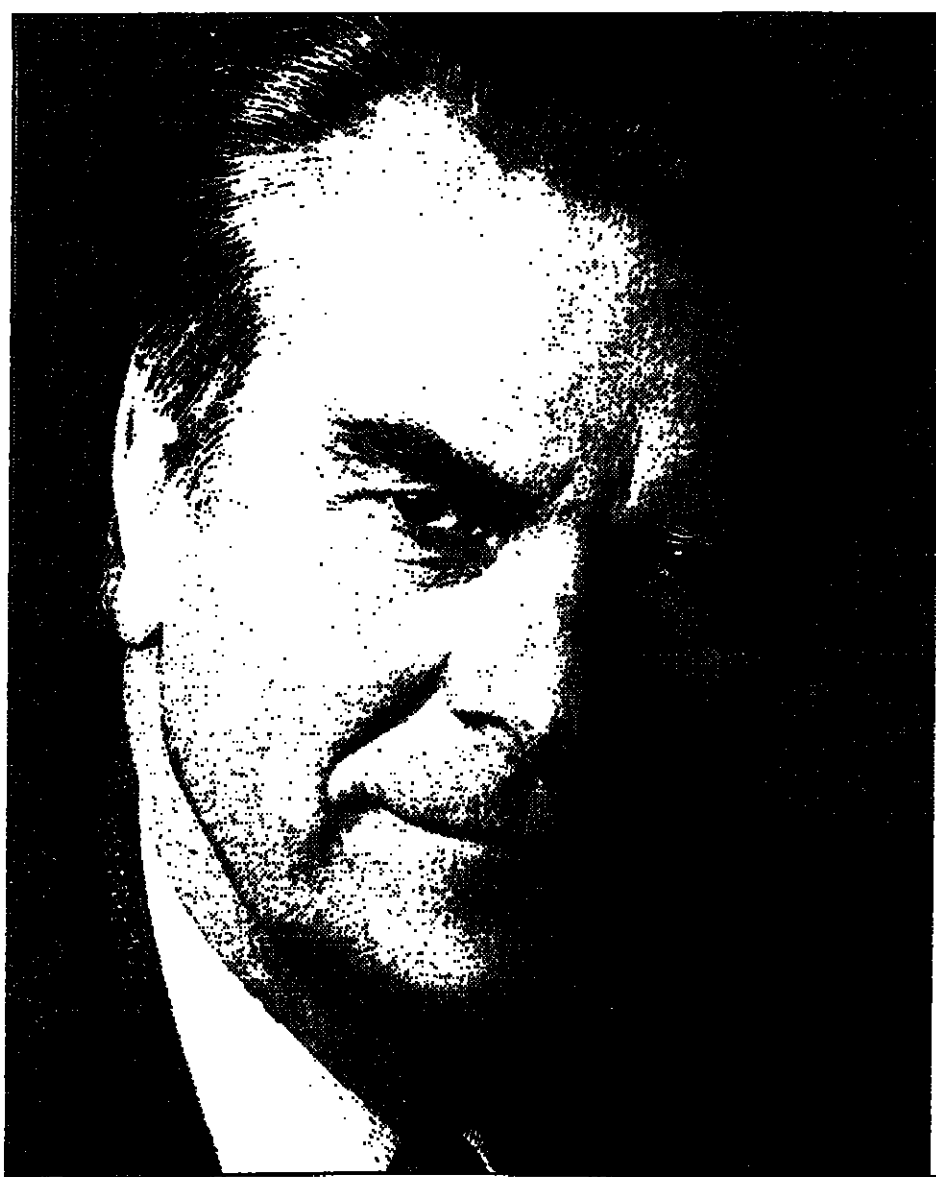
with a cricket pad where his peg-leg should be. The rest of the evening is about the quest for Dick — their joke, not mine — and variously cute, sentimental, facetious and cheap.

A Saddam Hussein dummy appears in a fortune-teller's tent. The African prince Queequeg (Theresa Kartell) is a svelte bird with leopard-skin bow-tie, bra and G-string and Starbuck (Jayne Collins), Ahab's earnest mate, affects a black corset and puritan's hat.

There are lots of unfunny camp jokes from Mark

White and lots of camp Yanks — anything to distract from the awful pointlessness of it all. The tunes, by Longden and Hereward Kaye, have a jaunty, brash lilt, leaving an aroma of musical bubblegum. That she blows, indeed! The musical is, sadly, not a blow-out in the sense of a rich, gluttonous feast. The effect is of a vehicle whose tyres have gone pop: revving, overheating, going nowhere.

This review appeared in later editions of The Times yesterday.



TIME TO DECLARE DAVID OWEN

'By far the best political memoir of the 1980's. We shall miss him' -

Richard Gott in the *Guardian*

'This is gripping stuff, and absolutely essential reading for anybody interested in modern British history' - Patrick Cosgrave in the *Sunday Tribune*

'An essential source for anyone interested in British politics from early Wilson to early Major. Dr Owen is good on people'

- Frank Johnson in the *Sunday Telegraph*

'Readable, fascinating, honest, intelligent... reveals a great deal that is worth knowing about British politics on the inside track'

- Ben Pimlott in the *Independent on Sunday*

Out now in Penguin £7.99



Wife admits killing husband found buried in garden

By RAY CLANCY

A WOMAN who bludgeoned her husband to death with a rolling pin after lacing his food with sleeping tablets to make him groggy buried his body in the garden with the help of her daughter, a court was told yesterday.

June Scotland, aged 52, and her daughter Caroline, aged 22, kept their secret for almost four years by telling friends and family that Thomas Scotland, then aged 48, had gone to work in Saudi Arabia, the jury at Luton crown court was told.

Mrs Scotland denied murdering her husband in August 1987 but admitted manslaughter. Miss Scotland pleaded not guilty to a charge of obstructing a coroner in

the execution of his duty and both women admitted preventing the lawful burial of Mr Scotland.

Michael Stuart-Moore, QC, for the prosecution, said that Mrs Scotland had been planning to get rid of her husband for several weeks. After 22 years of marriage she had reached a point where she hated him because he was strict and bossy. When he returned home from work she prepared him a Chinese stir fry in which she mixed a large quantity of sleeping tablets and travel sickness pills.

When he began to feel unwell she pretended to call a doctor but was "hoping that he would die from the poison she had fed him", Mr Stuart-

Moore said. "Realising that if she called a doctor she would be found out she decided to finish him off by battering him with a rolling pin."

A struggle followed with Mrs Scotland attacking her husband in a bedroom, the couple falling downstairs into the hall.

The mother and daughter then wrapped his body in a tarpaulin and tied up the bundle with the dead man's ties. They dumped it in the garden shed and after dark dug a shallow grave at the bottom of the garden and buried the body.

The crime remained a secret until Easter last year when Stephen Sykes, a neighbour, in Stevenage, Hertfordshire, began digging up an old fence post. A plastic bag that had been put round Mr Scotland's head and two bones were visible. Forensic scientists found traces of the drugs in soil samples taken from the ground. They also found traces of blood in the house.

The jury was told that the Scottlands' marriage had been dogged by problems. Mr Scotland was bossy and strict with both his wife and children and when he began drinking heavily his wife began to dread his company.

When her eldest son was away from home and her younger son was on holiday in Corfu Mrs Scotland "made plans to kill her husband". After her arrest she told police that she discussed it with her daughter. "I just said wouldn't it be great to get rid of him. I said it and my daughter agreed with me."

The trial continues today.



Rural retreat: the rock singer David Bowie and his fiancée Immac, above, are to buy Homewood, a £2 million castle in Kiltegan, Co Wicklow, right. The castle, about 45 miles from Dublin, is set in 640 acres of woods and farmland. It has a fine marble staircase. Bowie, aged 46, chose it during a break in rehearsals for his world tour last year. He and Immac, aged 36, a model, are to marry in June. Alan Edwards, Bowie's spokesman in London, said that Bowie had never made any secret of his love for Ireland. "He enjoys the relaxed atmosphere and finds the people very friendly." The postmistress at Kiltegan said yesterday: "Who is David Bowie anyway? I've heard the name, but I don't think I'd recognise him."



Weed out danger drivers, says AA

By KEVIN EASON, MOTORING CORRESPONDENT

INTENSIVE training to identify and help dangerous young drivers should be given before they are allowed to hold licences, the Automobile Association said yesterday.

The motoring organisation wants the government to search out drivers with high accident potential to help them to cope with the social pressures that make them drive fast and, consequently, more dangerously.

A survey by the AA Foundation for Safety Research found that males aged between 17 and 20 were the most unsafe group on the road. Twenty-two in every 100 youngsters in the group caused an accident every year compared to between three and six in every 100 in the 31 to 40 age category.

Peer group pressure was often blamed for reckless driving behaviour but drinking, mood swings and even loud music influenced the way young men acted at the wheel. As with sex education, driver training should focus more on attitudes and relationships and less on the mechanics, the AA said.

The AA is working on proposals to put a future transport minister which could formulate a plan to introduce pre-training for youngsters before they go on the roads and take their driving test. The aim would be to identify youngsters whose social background or

personality might lead to erratic behaviour.

The extent of accidents among the young has been of growing concern to the transport department as well as the insurance industry, which has identified certain motorists, particularly those under the age of 25, as the biggest risk on the roads.

Insurance companies have tried to curb bad driver behaviour with higher premiums but a new breed of affluent young males has been able to ride the tide of higher costs. The AA report confirms that "unsafe drivers" are more likely to be white collar workers who stayed on at school after the age of 16.

The AA asked researchers from Southampton University to interview 56 young men drawn from more than 400 surveyed to compile a profile of an unsafe driver.

Kenneth Faircloth, the AA's deputy director-general, said: "Clearly only a minority of young men are dangerous drivers but of those too many are influenced by their peers to drive dangerously. This situation must be changed if we are to reduce their involvement in road accidents."

"The success of drink drive campaigns hinges on urging society to reject this behaviour. The same tactics should be employed to target unsafe driving," Mr Faircloth said.

A SAFE DRIVER

Enjoys active sports. Is usually accompanied by his girl friend for an evening out. Rarely drinks and drives. Regards safe and courteous driving as good driving. Enjoys benefits of driving more than the driving itself. Regards his car mainly as a means of transport but recognises it as a status symbol. Is not much influenced by passengers when driving. Listens to the radio or cassette player to stay alert. Is unlikely to allow his mood to affect his driving.

A DANGEROUS DRIVER

Likes high-risk thrill sports. Spends many evenings out with male friends. Is influenced by unsafe habits of parents and friends. Thinks a good driver is one who can handle a car and has quick reactions. May perform risky manoeuvres intentionally. Regards his car as far more than a means of transport. Gets freedom, power and satisfaction from driving. Enjoys working on and talking about cars. Allows his mood to affect his driving.

Gene tests convict 1978 murderer

By CRAIG SETON

A MAN began a life sentence yesterday after being convicted of killing a schoolgirl 13 years ago. The death of Candice Williams in 1978 was resolved using DNA genetic fingerprinting, which had not been discovered when the crime was committed.

Patrick Hassett, aged 33, was found guilty of the 13-year-old girl's murder after the jury at Birmingham crown court was told that, although he had been under suspicion for many years, he was finally trapped by the DNA tests. Mr Justice Brooke told him: "You have committed a wicked crime."

Semen found on the body of the girl was frozen by scientists for a decade until 1988, when they were subjected to the tests, which had recently become available for use in crime detection.

The tests produced a genetic identity of the killer, but it was not until 1991 that police arrested Hassett, after his release from jail for other sex crimes, and took a sample of his hair. That was DNA tested and gave a genetic fingerprint to match that from the semen. He had refused to provide samples while in jail. Candice was raped and strangled in Erdington, Birmingham, where Hassett

lived. He was interviewed by police at the time, but detectives did not have enough evidence to charge him.

Det Chief Inspector Ernie Robinson, of West Midlands police, said after Hassett's conviction: "The real breakthrough in the case was DNA and, without it, I do not think there was much of a chance that we would have caught him. If he had not been caught, there was always the danger that he would have killed others. This is the first murder case I have known with such a long delay between the incident and charging a person for it."

He said that Hassett had always been the prime suspect but that, at the time of the crime, only blood group tests were available and they were not sufficient to prove that he was the killer.

Samples in the case were frozen at the forensic science laboratory in Birmingham. Mark Webster, of the unit, said that there was no time limit on how long samples could be frozen.

The Home Office said yesterday: "Obviously nobody in 1978 could have predicted the advances that would be made in forensic biology, but it was thought that samples should be kept just in case."

Witness tells of bomb fear

A MAN accused of murdering a council planner once threatened to make a kamikaze-style explosives raid on his local civic centre, a court was told yesterday.

The warning was one of several made to Garry Willey, a newspaper reporter, during the build-up to the incident when Harry Collinson was shot dead and a BBC journalist and a policeman were wounded. The shootings took place as Derwentside council tried to demolish Albert Dryden's illegally built bungalow at Buttsfield, near Consett, Co Durham, in June last year.

Mr Willey told Newcastle upon Tyne crown court that Mr Dryden had told him that he would "load up his American car — which he called The Yank — with explosives and drive it into the civic centre". He allegedly added that "he would be able to take 80 or 90 with him and that they would run out of body bags". Mr Willey said that on another occasion Mr Dryden had told him that he had a Luger pistol and was prepared to use it.

Mr Dryden, aged 51, a former steel worker of Consett, is denying murder, three attempted murders and two wounding.

The trial continues today.

"The governing party doesn't really have a position in Scotland. So they should address it. And the timing is perfect now."

SEAN CONNERY ON POWER

"You've got to have the bottle to keep your foot right down when you're coming into a corner at 200 mph."

NIGEL MANSELL ON WINNING

"If you don't have orgasms, then your life isn't worth living."

DUDLEY MOORE ON PRIORITIES

"I saw a pair of green suede shoes in The Gap and all but swooned. I told my wife I simply had to have a baby by the time I was 35."

PAUL MORLEY ON FATHERHOOD

"You have to be careful with strychnine. You use just a little bit, well hidden."

DIRK COETZEE, EX-SOUTH AFRICAN POLICEMAN, ON KILLING

"No ghost haunts this apartment. The only thing to do, now that I am here, is to leave."

GEOFF DYER IN SEARCH OF ALBERT CAMUS

BR takes a flail to 50,000 leaf-dropping trees

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

BRITISH Rail has embarked on its biggest tree-felling operation for 30 years to reduce the threat posed by falling oaks, ashes and sycamores. It wants also to minimise the embarrassment caused by fallen leaves.

About 50,000 trees are to be cut down in 60 "vegetation black-spots" throughout London and the South-East. Decades of neglect had enabled trackside vegetation to go out of control, BR said.

Flail tractors, used by farmers to trim hedgerows, have been modified to run on the railway, and equipped with extendable rotating blades to cut down small trees beside the track. BR wants to ensure that there is a minimum 15ft of cleared land between the tracks and trees.

The operation has provoked protests from local people and conservationists, who have accused BR of "mindless environmental vandalism". BR insists that the felling is urgently needed to regain control of the trackside.

Paul Knipe, Network SouthEast's lineside vegeta-



Cutting edge: a BR tree-clearer on the lookout down a suburban line

tion consultant, is overseeing the operation, which is expected to cost £750,000 this year. Rail managers are determined to avoid a repetition of last year's fiasco when leaves on the line brought widespread disruption to

commuter services, although Mr Knipe said that modernisation and financial cuts were the main factors behind the annual autumn rail paralysis.

"BR has carried out minimal management to bank

sides since the second world war and the advent of the diesel and electric trains. Trees and shrubs have taken over. Before the war, banks were looked after by length gangs," he said.

"After the war there were

labour shortages and financial constraints on the railways. Length gangs were abolished, and priority moved away from the banks to the tracks. Since then there has been a lack of any long-term management. As a result, vegetation has run riot, trees have taken over, dumping hundreds of tonnes of leaves on to the line each year," Mr Knipe said.

"Sycamore, beech and ash are the worst because they grow in clumps and their large leaves drop by the ton. Oaks aren't as bad because they tend to grow singly and drop their leaves gradually. We don't want to cut down all the trees but we cannot compromise the safety of the railway. We are not running a nature reserve."

Advances in technology have made matters worse. Modern rolling stock is much lighter and more likely to skid, while modern disc brakes do not clean leaves off train wheels the way the old drum brakes used to. Blockages have become more serious as tree density has increased. Mr Knipe calculates that it will take up to ten years for BR to regain control over lineside vegetation.

Rail guard sentenced over death of woman

Frances Foster, a railway guard, was given a nine-month prison sentence, suspended for a year, yesterday by Leeds crown court after being found guilty of wilful neglect following an incident in 1990 in which the arm of a woman, aged 85, was trapped in train doors as it pulled away from a station.

Foster said she had not seen passenger Annette Rose, who was dragged down the platform for 100 yards. Mrs Rose, a grandmother, died a month later from her injuries.

Mr Justice Johnson told Foster that he and the jury believed "she could not have been bothered" in checking it was safe before signalling the train driver to move off. He added that it was his duty to mark the gravity of what she had done.

Seal of success

The first release into the wild in Britain of a common seal born in captivity took place yesterday on Loch Fyne, Strathclyde. The pup, born at the Oban Sea Life centre to a seal found in a children's paddling pool eight years ago, was released with a sick pup found in January.

NCOs charged

Eight army NCOs are to be court-martialled on charges of bullying at a base in Cyprus. The case comes after two teenage privates from the Worcestershire and Sherwood Foresters made allegations last year about bullying.

Signs must go

Oldham metropolitan borough council must remove street signs directing road users to shops and other commercial premises, the High Court ruled yesterday. The transport department says they are distracting.

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NIGEL MANSELL ON THE

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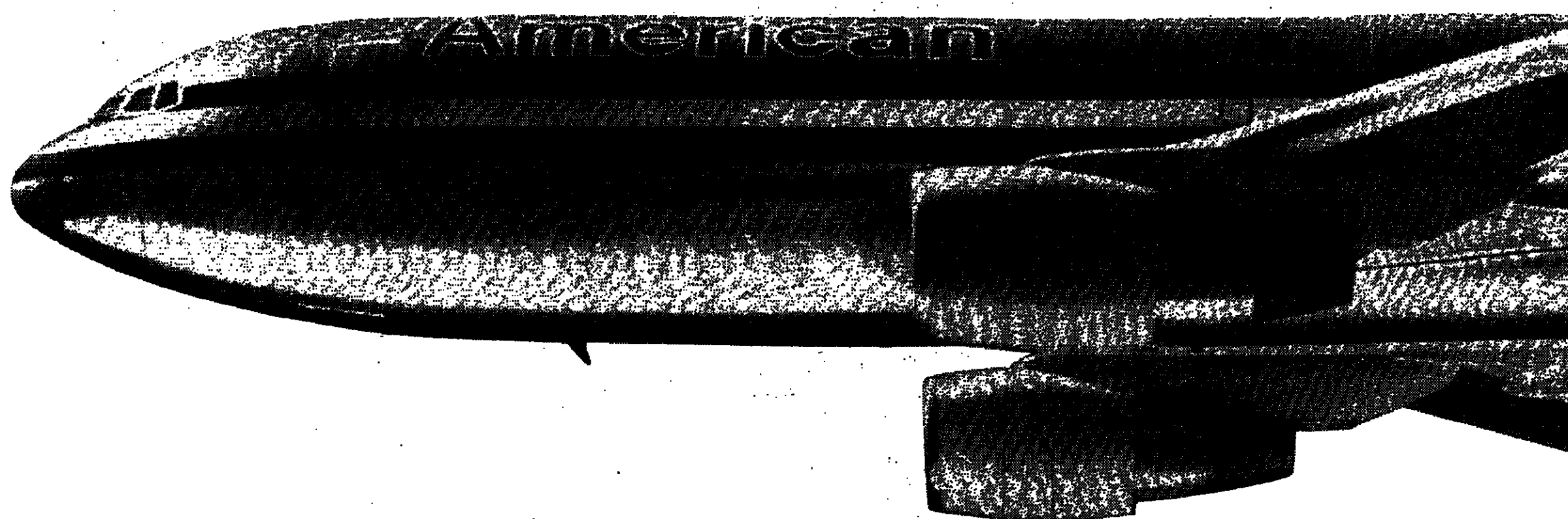
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Women
find inequ
the rule

sewires want
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was partly for
the record book

Women directors find inequality still the rule at work

BY LIN JENKINS

SEVEN out of ten women directors believe that inequality of the sexes is still rife at work. They blame the situation mainly on the attitudes of men, according to a survey of women members of the Institute of Directors.

Of those questioned, 36 per cent said that they had suffered discrimination, although more than half of those had encountered it early in their careers when trying to get on to the promotions ladder.

The institute, which has 2,600 women among its 33,500 members compared to 700 ten years ago, questioned 200 at random. They ranged in age from 25 to 64, and 42 per cent were childless. Sir Dermot de Trafford, the institute's chairman, conceded that a sample of men directors would yield a far higher proportion with children.

In the survey, 74 per cent said that men and women did not have equal opportunities in the workplace. There was no significant variation by age or region, although in manufacturing a smaller proportion, 58 per cent, felt that inequality existed.

Women in bigger companies and those who had held their present high position for at least 13 years were more likely to believe that equality of opportunity operated in their field. Mothers had a higher perception of inequality, which was greatest among those with the youngest children. Of the total

sample, one in three mentioned the need for career breaks and 21 per cent felt that difficulties were created by lack of child-care provision.

Most women (87 per cent) believed that women faced obstacles not encountered by their male colleagues. Of those, 17 per cent had seen men promoted in preference to themselves. Some 42 per cent of the sample believed that they had had to work harder than male counterparts, and 21 per cent mentioned that senior positions were assumed to be for men. Men were accused of not taking women seriously by 19 per cent, while 15 per cent felt that men viewed women as less competent.

The women blamed the inequality on the attitudes of men to women (37 per cent), fewer opportunities for women (33 per cent), difficulties in returning to work after having children (18 per cent), women's domestic commitments (18 per cent) and the difficulties faced by women in proving themselves (14 per cent). Some women cited more than one reason.

Ann Robinson, head of the institute's policy unit, said: "We are always being asked what we think about women's opportunities, particularly in view of Opportunity 2000. This is the first time we have asked our female members and got a clear picture."

"The respondents wanted greater flexibility at work so they can have have children

and carry on up the career ladder."

The directors, when shown measures to encourage women to work, opted for re-training (82 per cent), workplace nurseries (77 per cent), flexible working (79 per cent) and financial support for child-care (58 per cent — 76 per cent among those with children under 16).

Lady Wilcox, chairman of the National Consumer Council and a member of the institute, said that there were only a few women who enjoyed the chase and kill of directorship, but every effort should be made to encourage them. "My sort of women are starting to leave it too late too breed — 45 really is too old. More must be done to allow career breaks for younger women."

She said that Unilever was encouraging women with children by allowing them to be kept up to date and involved in the company while having a five year career break.



Power play: Gary Kasparov, the world chess champion, at a London store yesterday using an electronic game bearing his name. He also announced plans to play Deep Thought, an advanced chess computer, in Las Vegas

Muslims demand separate schools

BY MATTHEW D'ANCONA, EDUCATION REPORTER

ISLAMIC activists made a strong pitch yesterday for the establishment of voluntary-aided Muslim schools, more Muslim governors and a curriculum which respected Islamic sensitivities.

Launching their "white paper" on education, members of the Muslim parliament, which claims to represent British Muslims, warned that failure to establish state-funded Islamic schools might result in a campaign of civil disobedience. Shabbir Akhtar, deputy chairman of the assembly's education committee, said it was unjust that, unlike Christians and Jews, Muslims had to pay school fees to obtain an education which respected their values. Anglican, Methodist, Roman Catholic and Jewish schools account for more than a quarter of state-funded schools and are expected to benefit from the government's new funding arrangements for popular schools.

"Muslims have to pay twice if they want to have their children educated in a way consonant with their religion," Dr Akhtar said. "The government is forcing Muslims to take the route of civil

disobedience which might mean withholding a part of our taxes."

He said that informal opinion polls indicated a strong desire among Muslim parents for Islamic schools. Such schools would abide by the national curriculum, although there might be amendments where it clashed with Islamic beliefs.

The "white paper", which has been sent to the education department, urges Muslims to seek positions as school governors and use their influence to ensure that more Muslim teachers were employed. Muslim governors are expected to protect the interests of teachers holding degrees from institutions in India, Pakistan or the Middle East. A school with a majority of Muslim governors, the document says, could opt out of local authority control and apply for a change of character. The Muslim parliament regards opting out as one of the most practical routes to establishing Muslim schools.

The document says that sex education should be taught only within an Islamic moral framework and that single-sex education should become the norm.

"There's no need to shout."

Housewives want financial help

BY LOUISE HIDALGO

MORE than half of Britain's housewives feel that they are undervalued and unrewarded and want financial recognition for their work, according to a survey published today.

Two thirds said that high child-care costs meant that, even if they wanted to, they could not afford to return to work, the survey, conducted by Gallup for *She* magazine, says. Almost three quarters wanted the next government to provide financial assistance for mothers who go out to work and for those who chose to stay at home, with child-care allowances, tax breaks and increases in child benefit.

The study questioned 1,000 housewives with children. Almost nine out of ten said they felt that housewives were undervalued and 93 per

cent defended the value of their work, although most felt ashamed of the label "housewife". Almost half preferred to say: "I'm not working at the moment" or "I'm bringing up children".

Half said that their partners neither respected nor appreciated the work they did at home. Four in ten complained of feeling bored, frustrated, lonely or isolated. In the Midlands, housewives are mostly happy, while in northern Britain a quarter said they were depressed and suffered from anxiety, and almost half were bored.

Most want to return to work at some stage, with seven in ten saying that they would do so when their youngest child went to school. A third said that such a step would be difficult because of the loss of benefits.

Scots battle for their robbed Roy

BY KERRY GILL

THE Northumbrians, those ruthless Border raiders of old, are at it again. They have been accused of plundering Scottish heritage, particularly the memory of the Highland outlaw Rob Roy, to attract tourists to their "cold, midge infested" Kielder reservoir.

At a time of rising Scottish nationalism it seemed at best foolhardy, and at worst dangerously provocative, to imply that Rob Roy was from the border country and, moreover, an axe-wielding psychopath. A poster publicising the area shows not only Rob but a blazing building and another figure delivering the coup de grace.

The distortion has led Peter Halley, a Scottish businessman, to lodge a formal complaint with Northumbrian Water, perpetrators of the affront. "It is a desperate ploy to poach Scottish tourists and south-easterners to Kielder who will think it is in Scotland," Mr Halley said.

"The depiction of Rob Roy Macgregor is the worst thing about it. It is like people selling knitwear with a picture of Edinburgh

castle in the background even though it might be made in Lancashire. Because of Scottish nationalism people like Northumbrian Water are trying to cash in on Scotland. We cannot afford to treat this advert as a joke. Anyway, it is always raining at Kielder, there are midges and the freezing water is the colour of tea."

Northumbrian Water said that the poster was supposed to depict the area's "blood curdling history", particularly during the Border raiders era. A spokesman denied that the figure was necessarily Rob Roy. Scots insist that it can be nobody else — the bearded warrior is, after all, wearing the Macgregor tartan and has the freebooter's red hair.

The company admitted that the poster showed marauding Scots when, in fact, just as many Northumbrians went rampaging into Scotland. But it would not be withdrawn.

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Most of the 43,000 children who walk out on their family troubles each year find shelter close to home

Few runaways head for the bright lights

BY JEREMY LAURANCE, SOCIAL SERVICES CORRESPONDENT

TEENAGERS are running away from home in an exodus that signals a growing disenchantment with family life.

An estimated 43,000 children leave every year to escape warring parents, beatings, sexual abuse, poverty and boredom, according to a new survey. Other reasons for leaving are disagreements with parents about drinking, staying out late and school.

It is a myth that most runaways head for the bright lights of London and end up sleeping on city streets, prey to pimps and drug dealers. Less than 1 per cent come to London, according to the survey by the child-care charity National Children's Home and the police.

In 98 per cent of cases the children run only a few miles from home and in almost two thirds they return of their own accord. Nearly four out of five are back home within 48 hours, but many flee again.

"The survey explodes many of the myths that are traditionally held about runaways," according to Tom White, director of National Children's Home. "It tells us that this is a nationwide problem. Most do not come to London: there are equal numbers of boys and girls; most

return of their own accord; and many are running from residential care."

Running away was not a trivial matter and should be seen as a warning signal, Mr White said. "It is vital that we find out what youngsters are running from. The focus of attention must broaden from what happens while they are away to the issue of why they decide to leave."

The findings suggest that 3,000 children aged 11 or younger, mostly boys, leave home every year. But most runaways are aged 14 to 16, nearly half of them girls, and are more likely to come from families marked by poverty or unemployment. The type of family — natural parents, step-parents or foster parents — appeared to have no effect on the rate of running away.

Nearly a third of runaways were escaping from residential care although only 1 per cent of the child population live in children's homes. In one home with 70 places, 64 teenagers ran away 565 times during the year.

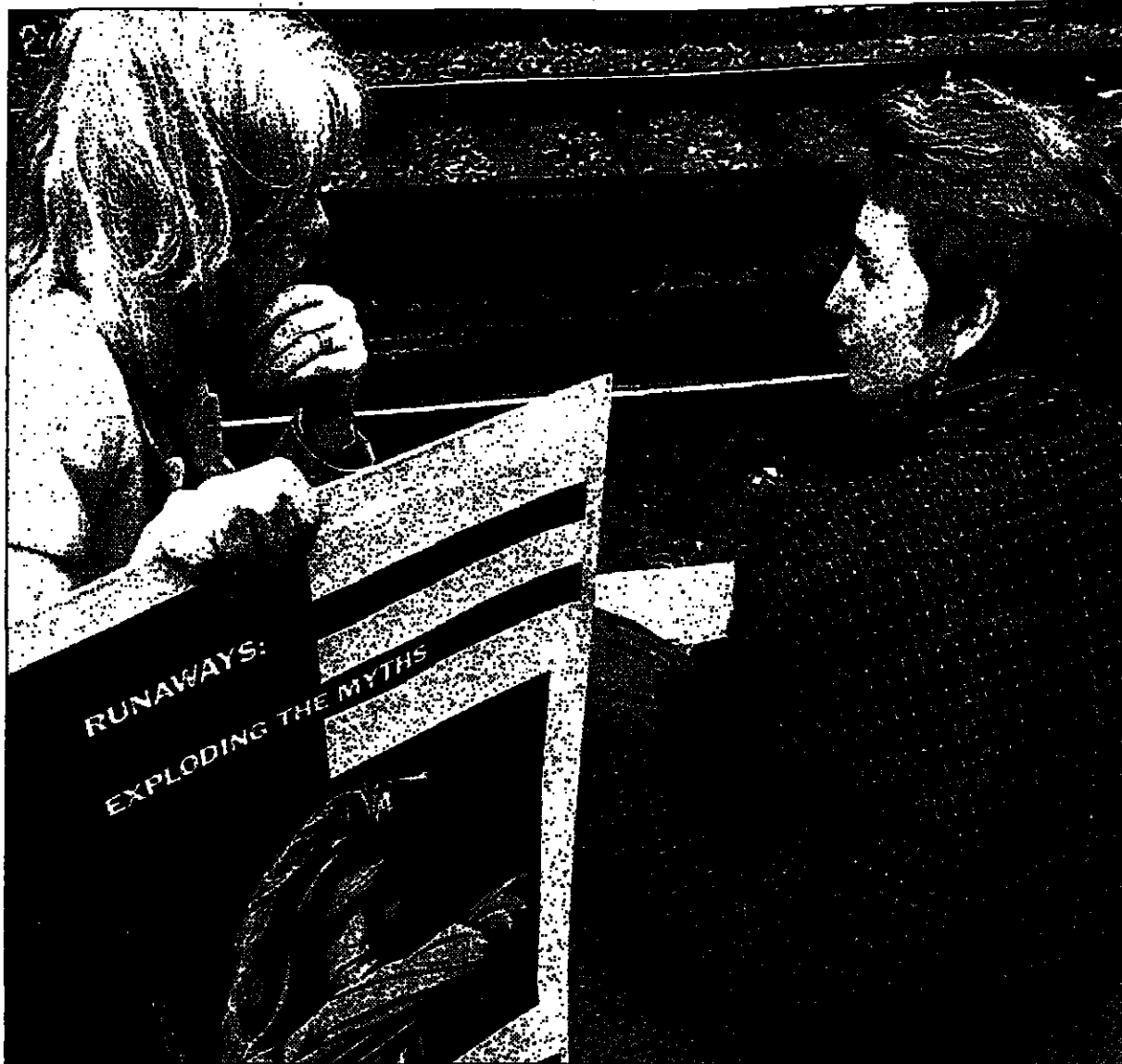
Jane Asher, the actress helping to launch the report, *Runaways: Exploding the Myths*, met a runaway called Sally who was returned to a children's home after her alle-

gations that she had been bullied were not believed by a social worker. The report says that the high proportion of runaways and their concentration in certain homes may indicate hidden problems.

Mr White said: "Large numbers ran from the care of Frank Beck (recently given five life sentences for abuse of children in homes in Leicestershire over many years), but the local authority missed an opportunity to look at what was behind it. Even if there is nothing wrong, a clear investigation is needed."

Mr White said that all runaways should be offered an opportunity to discuss their problems as part of a national strategy. But the Association of Directors of Social Services warned against "quick fix" solutions that distract attention from issues such as the quality of parenting.

The three-year study examined 17,000 cases of young people reported missing in five areas: Strathclyde, Devon and Cornwall, Northumbria, Thames Valley and London. The report distinguishes "runaways" defined as away from home for at least 24 hours, from "throwaways" who have been thrown out by their parents or carers.



Sympathetic ear: Jane Asher, the actress, helping to launch yesterday's report on runaways, meets Sally, who was returned to a children's home when a social worker did not believe she had been bullied

Home was bench in the park

BED was a park bench for Sally, aged eight, when she first left her home in Norfolk to escape repeated beatings from her foster parents (Jeremy Laurance writes).

"It was one afternoon after school. I said I was going out to play. Two days later the police found me asleep in the park." After that she ran away repeatedly. "When I was brought back they would go all lovey-dovey. Then it was back to how it was. Every time they got angry they took it out on me."

When she was 15, Sally was placed in a children's home but she continued to abscond. "The staff used to be really hard, telling us to do this and do that." Now, aged 17, she has found her own place with the help of National Children's Home.

To Raymond, running away brought freedom and excitement. Thrown out by his father for stealing when he was eight, he spent six years with foster parents before going to a children's home. "I didn't get on with the staff. I would get grounded for swearing and beating people up. So I and a couple of kids would run off. We would sleep in bus shelters and steal until we got caught. It was a laugh."

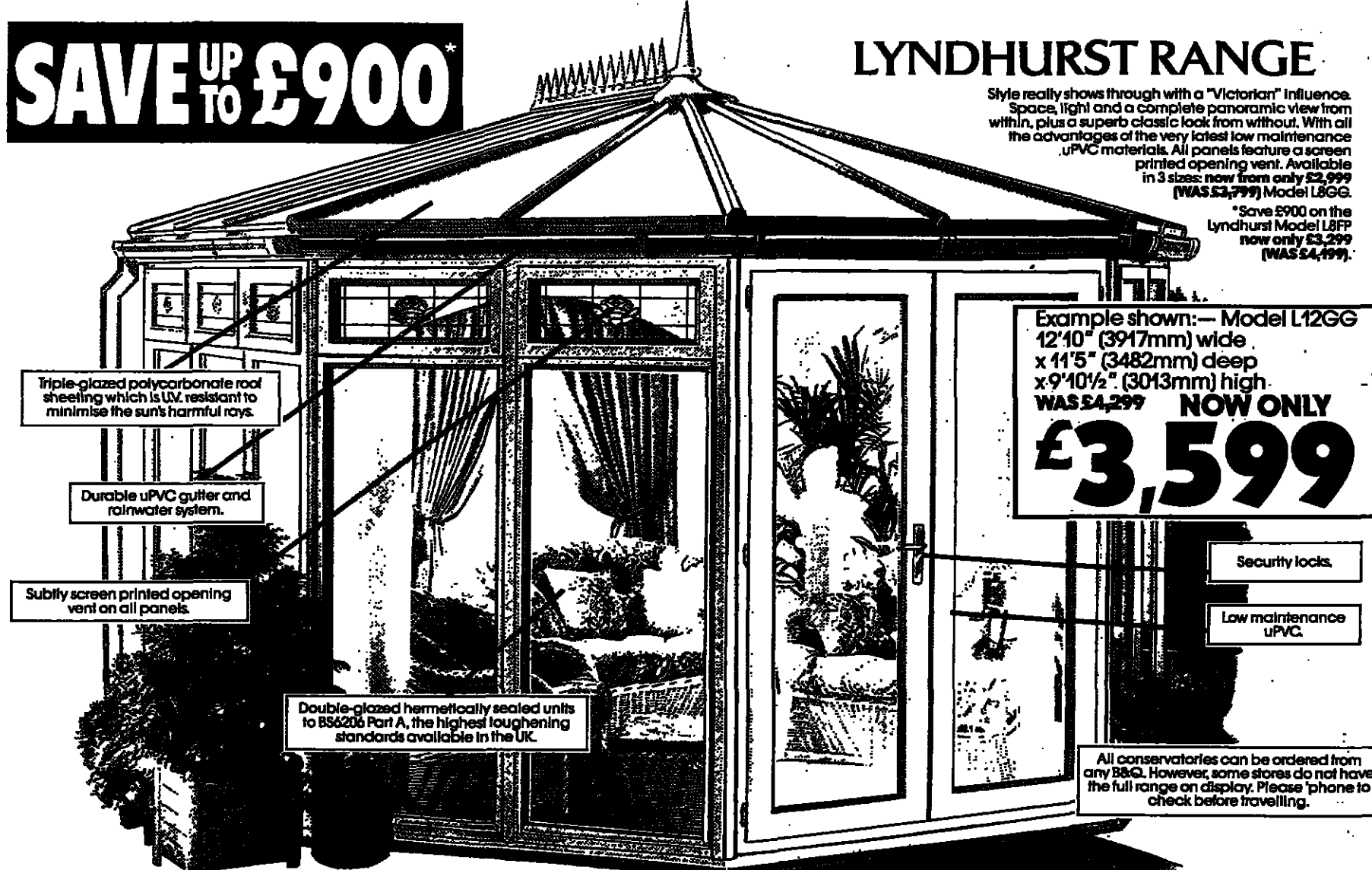
Now aged 18, he is living with foster parents again. "They treat me as one of their own," he said. "It's all right."

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Protein discovery aids birth control

BY NIGEL HAWKES, SCIENCE EDITOR

A CONTRACEPTIVE vaccine suitable for men or women has come a step closer with the discovery of a protein that provides the link between sperm and egg at the moment of conception.

A vaccine that would immunise against this protein now appears a strong candidate as a contraceptive able to provide two to three years' protection from each jab. The side-effect ought to be minimal.

John Aitken of the Medical Research Council's reproductive biology unit in Edinburgh yesterday hailed the finding, announced in *Nature* by a team from the University of California at San Francisco. The evidence was that the protein, known as PH-30 and found in the head of the sperm, was the means by which the sperm recognised and bound to the egg at conception.

The California team has shown that the PH-30 protein in the sperm of guinea-pigs comes in two sub-units. The first is remarkably similar to the virus proteins that

enable viruses to penetrate cells and spread disease; the second has affinities with proteins in snake venom that can bind to materials called lectins, found on the membranes of cells.

The team, led by Judith White, speculates that the sperm binds first to the cell membrane of the egg using its snake venom protein, then the virus-like protein fuses the membranes of the sperm and egg into an embryo.

Dr Aitken said yesterday that up to 10 per cent of men and women attending infertility clinics were unable to conceive because they had somehow become immunised against sperm. A contraceptive vaccination would achieve the same result, but would be designed to last for only two to three years.

The detailed information about the guinea-pig PH-30 protein gathered by Dr White's team would now make it easier to find the same protein in humans and to begin the development of a contraceptive vaccine based upon it.

Fishy catch in sale of God's isle

BY KERRY GILL

ONE of Scotland's most picturesque islands, Gigha, about two miles off the west coast of Kintyre, goes on the market next week for the second time in three years. The buyer will take the title Baron of Gigha — and become the owner of a 1,900-tonne wreck containing 400 tonnes of rotten fish.

Gigha, Gaelic for God's Isle, formerly a haven of peace and quiet, appropriately was owned once by the Horlicks bedtime drink family. Its recent history has been rather less than tranquil.

Almost three years ago Gigha was bought for £5.4 million by Malcolm Poter, a property millionaire from Kent, who has spent a further £1 million on developments including an airstrip.

His tenure was thrown into doubt a year ago when the estate agent Savills said it had been asked to put Gigha on the market by the Interallianz Bank of Zurich with which Mr Poter raised money.

The matter died down after a flurry of angry telephone calls and legal threats. But next week Gigha goes up for sale again and this time it will go ahead, according to Savills, which is acting for Interallianz.

Gigha is six miles long, with a fish farm, 39 estate cottages, a shop and more than 3,000 acres of farmland.

The ship with the rotten fish is the Soviet-registered Karti, which drifted on to rocks in December. Argyll and Bute council said so far there was no problem as the fish was in sealed containers.

Pig farmer killed by rat virus

A pig farmer died after catching a lethal disease from a rat, an inquest was told yesterday. Graham Bloomfield contracted Weil's disease through a tiny cut on his finger.

Mr Bloomfield, aged 50, of East Wellow, Hampshire, died seven days after becoming infected. He was cleaning out pig bedding which had been soiled by a rat.

Thomas MacKean, coroner at Southampton, recorded a verdict of death by natural causes. "We must make the public aware that we need to curb the rodent population and that care is needed on farms," he said.

Award cut

Hugo Cassel, age ten, of Kirby Underdale, Humberside, who was awarded nearly £1.2 million compensation after suffering severe brain damage through medical negligence, had the award cut by £35,000 when the appeal court ruled that he was not entitled to the cost of a private swimming pool.

Murder trial

Richard Yates, aged 32, of no fixed address, was sent for trial by magistrates in Swindon, Wiltshire, charged with the murder of his daughter, Nicola-pp, aged ten, who was found dead in a park.

Prized strings

Two instruments by Antonio Stradivari fetched nearly £1 million at Christie's. The *Bonjour* violinello sold for £605,000 and the *Schreiber* violin for £352,000.

Eight pages
of news
and analysis

'Ministry of fun' promised in Tory Whitehall reform

By ROBIN OAKLEY
POLITICAL EDITOR

A REFORM of Whitehall departments and cabinet responsibilities was one of the surprises in a Conservative manifesto devoted largely to a "revolution in quality" of public services.

The *best future for Britain* (£1.95) discloses that a new department, already being nicknamed the "department of fun", will be created to take responsibility for broadcasting, arts, sport, the national heritage and the film industry. It will oversee the spending of the proceeds of the national lottery and the Millennium Fund and will aim to encourage private enterprise.

The department of energy is to be scrapped. Its core responsibilities will disappear into a revamped department of trade and industry, while its energy efficiency responsibilities will pass to the department of the environment. The DTI will also be given charge of small business, currently the responsibility of the employment department.

Leaders' wives	3
On the road	9
Regions	18
Manifestos	12-15
Peter Riddell	20
Diary	20
Leading article	21
Letters	21
Market reaction	25
L&T section	5

A non-departmental cabinet minister (such as the Lord Privy Seal or Chancellor of the Duchy of Lancaster) will be given charge of developing the citizen's charter and reforming the civil service. John Wakeham, the present energy secretary, whose post will disappear, is expected to become the next Leader of the House of Lords if the Tories retain power.

The prime minister looked at but rejected plans for the abolition of the ministry of agriculture, with its functions being split between environment and DTI. He also came down against the dismemberment of the department of employment, with its training functions going to the education department. Michael Heseltine, environment secretary, has clearly had a strong input into the manifesto and his department has emerged the winner in an old Whitehall struggle: the environment department is to be given overall charge of efforts to revive inner cities.

The prime minister told the launch press conference at the QE2 centre: "I certainly don't exclude the possibility of further changes during the next parliament. I think we do have to evolve and ensure that government works in the most efficient manner." Mr Major scouted stories of drastic cabinet surgery. "I don't immediately anticipate the cabinet reducing in size," he said.

The manifesto, pledging the Tories to more open government, is heavily detailed, accommodating many minority interests down to the inclusion of a "hedgerow incentive scheme" and support for the Countryside Commission's "Parish Path Partnership". It carries a lengthy section on law and order, promising more community policing, a police charter, an extension in maximum sentences for causing death through dangerous driving and the creation of a new offence of squatting.

The section on Europe is soberly pragmatic, despite the prime minister's determination that Britain should play a role "at the heart of Europe". There are constant references to the government's readiness to "renew" moves from Brussels and "stoutly defend" British interests.

On the economy, the document reaffirms the Tory target of making "further progress" towards a standard rate of tax of 20p in the pound. It pledges the maintenance of mortgage interest tax relief and says that the Conservatives will "reduce the share of national income taken by the public sector".

Much of the manifesto is devoted to fleshing out the citizen's charter. It accepts that this has not had a dramatic public impact and the manifesto, noting that from April hospital out-patients will have the right to call in private contractors for repairs and that parents will have the right to reports on their children's school performance, says: "Rights such as these should not have been denied to the public. The citizen's charter, slowly but steadily, is changing all that."

Details and analysis
pages 12, 13



Cunningham strikes again

ELECTION campaign tensions were apparent yesterday when John Cunningham, Labour's campaign chief, became embroiled in another dispute on BBC Radio 4's agenda-setting *Today* programme.

A week ago he was involved in a shouting match with Michael Howard, the employment secretary. Yesterday he upbraided John Humphrys for questioning him about Labour's renationalisation plans. He accused the interviewer of trying to force discussion on issues that were not part of the manifesto he had gone to the BBC to discuss.

Mr Humphrys retorted: "If it is not in the manifesto, people who hold shares in PowerGen and National Power are bound to be concerned. When are you going to address that?"

Mr Cunningham replied: "We are addressing the priorities the British people want the government to address." Questioned further, he said: "We have no intention of renationalising industries... We have no list of companies to renationalise nor are people's shareholdings threatened by our proposals."

At this point Mr Cunningham became annoyed and said: "I was invited to discuss the launch of the Labour manifesto today. You and your producer gave an assurance that I would be allowed to do that."

MEDIAWATCH by Brian MacArthur

Editors' royal prerogatives

Imagine the dilemma that confronted Sir David English as he prepared the *Daily Mail* front page on Monday night. On his screen were two stories. One, John Smith's soak-the-rich budget, was a gift to a Tory paper. The other exclusive story, a gift to any tabloid, was: "Buckingham Palace is preparing to announce the separation of Prince Andrew and the Duchess of York." What a front page — and how it would sell newspapers.

On such nights editors show their mettle, especially given the golden rule that you never hold on to a scoop, for fear that a rival will out-scoop you. Do you split the front page and run both, thereby destroying the impact of each?

Such a split has often been done, most notably by the *Daily Express* in 1953 when it had to handle simultaneously the eve of the Coronation and the conquest of Everest (a *Times* scoop) on the same night. Edward Pickering, who was then editing the *Daily Express*, snatched the *Times* story for his late editions and hit on a classic headline that was displayed across the whole of the front page: "All this and Everest too". But an editor's life was easier in 1953. The *Daily Express* was a broadsheet and could display several stories at the top of the front page.

Most papers now are tabloids and achieve their impact from promoting one story with very big headlines. Sir David chose to hold his royal scoop and to lead the paper with the denunciation of John Smith. He was making the fine calculation that there would be an election full on Tuesday before Labour and the Tories published their manifestos on Wednesday, and that the rumoured separation of the duke and duchess would make a good front

page on Wednesday morning. Sir David has not survived so long at the top of Fleet Street without taking a few gambles, and his on Monday night was brilliantly successful. His scoop survived Tuesday and news of a *Daily Mail* "sensation" only started reaching rival Fleet Street editors early on Tuesday night.

They were in no doubt about the superior power of the royals to sell newspapers. The rival tabloid editors decided that "Andrew and Fergie" were a much better story than any election news, even a five-point Labour lead in the opinion polls. That was why all the tabloid front pages yesterday were devoted to following up the *Mail* scoop.

Only the *Daily Mirror*, since the polls were good news for Labour, kept a full single column on the election. The story was reported briefly in *The Guardian* and *The Daily Telegraph* but deliberately ignored by *The Times*, *The Independent* and the *Financial Times*.

The question prompted by the instant decisions on Tuesday night was what other news stories apart from royal scoops would ditch the election? The Princess of Wales spraining an ankle would be only a page-three story, suggested my mole at the *Daily Mail*, but an air crash with more than 20 dead, British troops moving on Saddam, a No vote in South Africa, the fall of Yeltsin or an American assassination would all banish the election. At *The Sun* there was no hesitation. If Paddy Ashdown won the election on the same night that Andrew and Fergie separated, they would split the front page. If that ever happened, of course, all Sir David's fine calculations on Monday night would have been in vain.

CAMPBELL QUOTES

"Another Tory government would mean a repeat of the same, stale policies which brought economic insecurity and increased social division"

— Neil Kinnock

"You can vote for our opponents and watch them take Britain back to the 1970s, back to socialism, strikes and strife"

— John Major

"This is a great boost to our campaign and a great hope for the future"

— Paddy Ashdown, on learning that the Lib Dem had won a landslide victory in a poll taken among children

"We have no list of companies to renationalise"

— Jack Cunningham

"His (John Major's) majority is bigger than my vote, and I say that with feeling"

— Chris Patten

"The next Labour government would transform Scotland into a modern European nation"

— Donald Dewar, Labour's shadow Scottish secretary

Kinnock pledges fixed terms

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

NEIL Kinnock's personal advocacy of the principle of fixed-term parliaments is translated into Labour policy for the first time in the party's 10,000-word manifesto published yesterday.

The programme, *It's Time to Get Britain Working Again*, says that "dithering over the election date has damaged the economy and weakened democracy, and that no government with a majority should be allowed to put the interests of party above country as did the Conservatives."

The programme promises fixed terms "as a general rule" but, clearly with an eye to a close result on April 9, says that an earlier election will sometimes be necessary. Although the manifesto does not spell it out, the assumption is that a majority Labour government would legislate early. Whether the pledge would apply to the next parliament, which could effectively mean Labour fixing the next election date halfway through its first term, is unclear. In future, Mr Kinnock

said yesterday, governments would not be able to "play cat and mouse" with the electorate.

After a painstaking policy review designed to slaughter sacred cows and set out an agenda that stood up to scrutiny, no big policy changes had been expected.

"The centrepiece, as expected, is Labour's £1 billion emergency programme to lift Britain out of recession. It includes bigger capital allowances to encourage firms to bring forward investment, tax incentives for investment by small business, the phased release of receipts from the sale of council houses, a special work programme combining three-days-a-week work for the unemployed with two days' training and job-seeking, and the restoration of last year's training cuts."

The pledges of John Smith, the shadow chancellor, to invest £600m on education, and an extra £1 billion on the health service over the next 22 months, and the extension of tax exemption to private nurseries, are prominent.

There are several new policy pledges in addition to fixed parliaments. Labour would retain Britain's nuclear weapons while arsenals are kept by other countries.

Mr Kinnock has responded to the growing pressure from party members and the need to keep his hand free in a hung parliament, by promising to upgrade in government the work of his internal committee on the electoral system. PR and fixed-term moves would ease the path for Mr Kinnock in any coalition negotiations with the Liberal Democrats if the election results in a hung parliament.

Other firm policy announcements include a promise to give shareholders the right to vote upon all political donations made by public companies. Labour would set up a public register requiring the accounts of political parties to be published. State funding of political parties would be introduced.

Labour reveals for the first time how it will spend some of the £1 billion health service fund put in the hands of

Robin Cook on Monday by his shadow chancellor. There will be an extra £25m for tackling the shortage of intensive care beds, and a further £25m for the purchase of several hundred more fully equipped ambulances.

The manifesto earmarks £30m from the education budget to ensure that within 12 months no children have to use outside lavatories. About £20m will be spent on helping improve reading.

Labour promises to strengthen chances for employees to own stakes in the companies for which they work through employee share ownership plans. It holds out the possibility of tax incentives to encourage companies to set them up.

In the wake of the Maxwell scandal Labour promises reform of pension law so that funds belong to members, not employers. Half the trustees will be employees, with an independent chairman and pensioners represented.

Manifesto and analysis,
pages 14-15

MARCH

On observing the antics of the hare at the onset of Spring, our forebears linked the month with moments of madness.

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Never mind the hype, just spot the difference

YESTERDAY, Labour launched their manifesto. Minutes later and not five hundred yards away, the Conservatives launched theirs.

On rainy days when we were young, my favourite from the child's puzzle book was "spot the difference". There would be, apparently, two copies of the same picture, depicting (say) a cat up a tree. Firemen with a ladder would be rescuing puss. The challenge was to find the tiny, hidden differences between the two pictures. A twig here perhaps, a whisker there or a fireman's bootlace, would be missing in one, present in the other.

Much the same puzzle now faces the electorate. True, in one corner of Labour's picture John Smith has drawn a terrier dog. Budget, ready to sink its teeth into the ankle of the scowling plutocrat in the top hat. The Tory picture shows no terrier, and the plutocrat is smiling. Any child can spot the difference. It was one of the few.

Both ceremonies were punctuated by the pop of a hundred magnesium flashes. Both were smoothly packaged. One had music but I forget which: the real music was the whirr of television cameras. To avoid ob-



structing one another's views, cameramen now go all-fours on the carpet, a whole pack crawling like hungry strays around the podium on which the Great Ones sit.

And the manifestos? Once, a reliable way of distinguishing a Labour manifesto was the appearance of the word *socialist*, used approvingly. Yesterday a journalist asked Mr Kinnock where "socialist" appeared in his new manifesto. It doesn't. Tipped in one hand, Mr Kinnock is erasing the things that aren't also in the Tory picture.

Others asked about privatised industries. But, crayon in hand, Mr Kinnock has been colouring in, on his own picture, all the privatisations he can find in the Tory one. Already he has spotted a privatised telephone pole, aeroplane, electric light, and gas main, and popped them hastily into the Labour scene. But he had left

out the privatised water pipe. Yesterday he noticed it. In a trice it was sketched in, almost as privatised as the Tory water pipe. This competition is now closed.

Over at the Tory unveiling, John Major declared that "we must be more ambitious about our future". He mentioned street lighting. There would be "more street lighting" under the Conservatives, and a huge party in the year 2000 "to mark the Millennium". There was a bold commitment to the "Parish Path Partnership" and the care of canals. A journalist rude enough to query the solemnity of the pledge to "introduce a Hedgerow Incentive Scheme" was mildly ticked off by Mr Major. Hedges mattered.

As did, for instance, the manifesto commitment to "promote the use of the English language" (page 2). This from the party which gave you

gobsmacked, porkie, whammy and bumeroo!

Such were the issues. When someone asked what place there would be in a classless democracy for a second chamber filled by patronage or pedigree, Douglas Hurd, sitting beside Mr Major, roared with laughter. It is mark of good manners in the British establishment to classify every important question as a lapse of taste, or a joke.

The PM waved his new manifesto. It was like the Labour one, like the Liberal Democrat one. It was full of limp sentences, stale abstract nouns, sly sub-clauses and shiny paper. It was entirely without warmth. Nothing important was put in and nothing trivial left out. No homily was spurned, no cliché unrehearsed.

Somewhere — somewhere beyond the soft lights and pastel carpets of the conference centre where we sat — fifty million real souls were moving. This document was for them but not addressed to them. It was crafted to move through them without touching them: never confronting, never insulting, never estranging, never quite embracing. It was evasive, but not unusually evasive. It was like a thousand other political manifestos.

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Waverers hold key in Tories' most marginal seat

'Safe' ground proves shaky

By PETER DAVENPORT

GLENYS Kinnock could be forgiven for thinking that City Mills, on the banks of the Ouse in the centre of York, was safe ground. The impressive and imaginative sheltered housing scheme was built by the Labour council to give residents views to rival those from penthouse apartments further downriver, and the Labour leader's wife had been there before she opened it.

Two years later, she returned as part of an election swing through some of the Yorkshire seats the party expects to win from the Conservatives. York, held in 1987 by Conal Gregory, is the most marginal Conservative seat, with a majority of 147.

But Lilian Kinnock, aged 81, one of the residents awaiting Mrs Kinnock's arrival, said: "I must admit, I rather admire that young John Major. He wrote to me, you know, explaining all about Conservative policies and asking for my support. At least he wasn't looking for a donation like some of the others do."

It might not have been

exactly what her visitor would have wanted to hear, but at least Miss Kinnock, who voted Conservative in the last two general elections, admitted that she has yet to make up her mind. She added: "Mr Kinnock seems quite go-ahead and I think he is pretty determined on becoming prime minister this time."

Completing her assessment of the party leaders as she waited for the Labour party to sweep in, she added: "I'm not at all sure about the other chap — Ashdown, is it? He just seems like he always wants to be in the news, but then I suppose they all want that."

It would take only a few waverers, such as Miss Kinnock, to give their vote this time to Labour's Hugh Bayley to end Mr Gregory's parliamentary career. Local bookmakers make the Labour man a 2-7 favourite.

Mrs Kinnock spent some time yesterday listening to the concerns of residents in discussion over tea and sandwiches. Despite the comfort

of their surroundings, they had their worries over such issues as pensions and the cost of living.

It was a reflection in a way of the situation of York itself on the surface, an attractive and prosperous city, but one that is struggling with rising unemployment, the effects of recession on tourism and retailing, and doubts over future employment levels at some of its biggest job providers.

In the past year, unemployment has risen by 1,000; local shops have been badly hit by the uniform business rate and only time will tell if Budget measures to alleviate their difficulties will secure the vote of a traditional Conservative supporting sector. There is also uncertainty over employment levels at British Rail and Brel, the engineering works, which between them provide some 5,000 jobs.

The most immediate worries are over the fate of the 1,650 workers at the Brel plant, because of serious doubts over BR being able to

afford to go ahead with a £130 million order for new rolling stock for Network SouthEast.

Improvements to the face of York continue, despite the recession. There are elegant new shopping streets and the council has spent £1.5 million on city centre improvements, including an eye-catching, neo-classical public lavatory block that has been dubbed "York's Clochemerle".

The city has mounted a determined campaign to attract new investment and targeted, in particular, civil service relocation. Tony Bennett, head of York's Economic Development Unit, said yesterday that it had enjoyed some success with the prospect of up to 2,000 new jobs by the time various schemes are fully operational. But the latest bulletin issued by the unit admitted that prospects for 1992-3 were "not bright".

1987 Results: C R Gregory (C) 25,880; H Bayley (Lab) 25,733; V Cable (SDP/All) 9,888; A D Dunnett (Grn) 637. C maj 147 (0.2 per cent), C to Lab swing 3 per cent. Turnout 78.4 per cent.



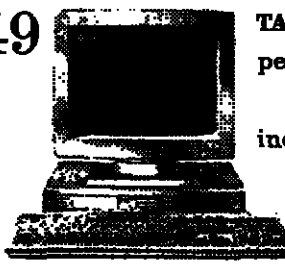
Back to school: Glenys Kinnock at Zakaria Muslim Girls' School in Batley, West Yorkshire, yesterday

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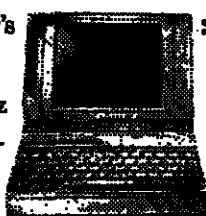


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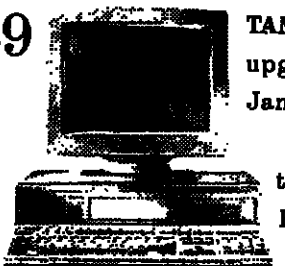
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Wife who advocates right to privacy

By DAVID YOUNG

NORMA Major last night predicted that her husband would win the election, but added that defeat would make little difference to their life together.

Gone was the shy politician's wife who stood on the doorstep of No. 10 Downing Street 16 months ago as John Major was elected as the Conservative leader. Instead satellite viewers saw an elegant and polished television performer.

Her first television appearance as the wife of the prime minister had not been a happy one, she said. It was, Mrs Major admitted, tinged with sadness at the manner of the going of her husband's predecessor. "It wasn't a particularly happy occasion," she said.

Mrs Major also made it clear that while she would be

playing a full supporting role to her husband during the election campaign — "We have got the basics sorted out. I hope the children have enough food left at home and the laundry is clean" — she still felt that politicians, even prime ministers, should be allowed to keep their private lives private.

She said that she had felt deeply for Jane Ashdown, the wife of the Liberal Democrat leader, Paddy Ashdown, during recent press comment about his admitted affair.

Mrs Major said that she did not think that the press had any right to air some things which should be private. "Are we not entitled to have any private life at all?" Mrs Major revealed that the private conversations between her and her husband did not concern politics and that she seldom discussed with him matters of policy. Neither did Mr Major ask her for advice on matters which the government was discussing.

She said: "We don't spend much time discussing politics. When we are on our own, and it isn't very often, there are plenty of other things to talk about."

Interviewed in the Majors' private apartments in Downing Street, where the couple now spend two or three nights a week, Mrs Major made it clear that the family base remained their home in Huntingdon.

She said: "I think we are going to win, but it won't be too difficult to readjust."



Norma Major: win or lose, life goes on

Coe's wife burnt in cooker accident

The pregnant wife of Sebastian Coe, the double Olympic Games gold medal winner who is hoping to become a Tory MP, has been badly burnt in an accident with the gas cooker at their home.

Nicky, aged 30, who is expecting their first child in June, was alone at their home, Sunny Corner Cottage, Farnborough, near Falmouth, Cornwall, when the accident happened. She was taken to hospital in Truro for treatment.

Mr Coe said last night: "One of the dials she thought was off was actually on and there was a backdraft and she burnt her right hand."

"It was a severe burn and her hand is now in a large plastic container and taped and creamed. This has been a nasty shock for her and she is going to hospital every day for the next two weeks to have it re-dressed."

"The flames caught both sides of her hair and she was lucky they did not burn her face as well."

Mr Coe added: "She is a pretty robust lady and we are hopeful that it will not be a permanent problem."

Mr Coe is fighting the Falmouth-Cornwall seat for the Conservatives at the general election.

His wife, the former Nicky McIrvine, is a talented horsewoman and a former winner at the Badminton Trials. The couple were married at Guildford in August 1990.

Manifesto for animal rights

A manifesto for animals was published yesterday by the British Union for the Abolition of Vivisection, Compassion in Farming and Lynx, which campaigns against the use of animal fur.

The manifesto calls for at least a 10 per cent drop every year in numbers of animal experiments; a ban on animal experiments including tests for cosmetics; and investment in research methods not involving animals.

Children vote

A poll carried among 3,000 readers of the *Early Times* has given the Liberal Democrats an overwhelming majority. The children, aged between nine and 13, gave the party 1,031 votes and 648 to the Tories. The Green party, with 500 votes pushed Labour with 356 votes, into fourth place.

Hawke reports

Bob Hawke, the former Australian prime minister, arrived in Britain yesterday to take up a new career in television as a current affairs reporter for an Australian programme *Sixty Minutes*. His first job will be to cover the election and he intends to interview John Major and Neil Kinnock.

Braille copy

A braille version of the Labour manifesto was produced yesterday. A spokeswoman for Pia in Cardiff, which prepared the braille manifesto, said: "We back any party that wants to communicate equally with blind and sighted people."

Looking to
converts
among
Essex men

PLUS GET A GRIP
ON ARTHRITIS



Looking for converts among Essex men

BY SHEILA GUNN
POLITICAL CORRESPONDENT

PADDY Ashdown took the Liberal Democrats' programme for economic recovery to Essex men yesterday as he continued his assault on former Tory strongholds.

At each stop of the party bus through Essex and the East Midlands Mr Ashdown refined his opinions on the manifesto plans of John Major and Neil Kinnock as he concentrated on meeting as many "real voters" as possible on the campaign trail.

The large Conservative majorities in the last election in Brentwood, Colchester and the Leicestershire seat of Harborough is not deterring the Lib-Dem leadership from expressing hopes of a breakthrough from good council results and the unease among many local voters about the new Tory candidate in each seat.

Mr Ashdown's main message was that the Liberal Democrats were the only party with a long-term plan for

enough" sentiment among the voters of Brentwood and Colchester, backed up by a proliferation of "for sale" and "clearance sale" signs.

Many traditional Conservative voters encountering Mr Ashdown on his walls about said they were prepared to switch to the Liberal Democrats' camp. However, some said that they would swing to Labour, which would split the vote in the constituencies to the benefit of the Tories.

In Brentwood and Ongar, the Liberal Democrats have the advantage of the "Pickles" factor with the Thatcherite Eric Pickles, former Tory leader of Bradford city council, standing in place of the popular retiring MP, Sir Robert McCrindle. Sir Robert's majority in 1987 was 18,921, but last year the Liberal Democrats took control of Brentwood district council, on which their parliamentary candidate, Liz Bottomley, has sat for the past nine years.

When touring the Brentwood enterprise agency, Mr Ashdown told those on training courses, including Sheila Wasmuth, of the Liberal Democrats' commitment to training vouchers for updating their skills.

In Colchester, he talked of the need for public investment now to give a short-term boost to the economy. With the party's candidate James Raven, an economics and social lecturer at Cambridge, he tested his policies on a small group of disgruntled men and women running small businesses in the area. All except one backed the party's policy of 1p on the basic rate of income tax to invest in education.

Although the Tory majority in Colchester North in 1987 was 13,623, the sitting MP, Sir Antony Buck is retiring in favour of Bernard Jenkin, who is a confirmed Eurosceptic on the right wing of the Tory party.

In spite of complaints to Mr Ashdown of business failures and job losses, Harborough looks like less fertile ground for the Liberal Democrats. The Tory majority of 18,810 for the retiring MP Sir John Farr is being eaten away, but Mark Cox, the Liberal Democrat candidate and local councillor, is likely to suffer from a rise in Labour's vote, unless Labour sympathisers can be persuaded to vote tactically in favour of the Liberal Democrats.

During his visits yesterday, Mr Ashdown repeatedly asked small businessmen and the self-employed to name the one thing they wanted a Chancellor to do for them during the recession. Their answers centred on fears of job losses, high business rates, late payment of bills by large firms and cancelled orders.

If onlookers on such occasions are to be believed, there is a discernible "enough is



Paper round: Ken Livingstone, Labour candidate for Brent East, handing out election leaflets in Queen's Park, northwest London, yesterday

Strategists try to pinpoint the most winnable seats

BY SHEILA GUNN
POLITICAL CORRESPONDENT

PADDY Ashdown took to the road yesterday to bolster Liberal Democrat hopes in the first batch of targeted seats with the aim of translating local backing into national support.

Under the first-past-the-post voting system, the party is realistic about its chances of making a breakthrough on April 9. There is little talk about "preparing for government" at the start of this campaign.

Indeed party strategists predict they may enter the new parliament with fewer than their present contingent of 22 MPs, many of whom are themselves in a vulnerable position.

The return of at least thirty MPs would strengthen their hands in the event of a hung-parliament. Although there is optimism about, perhaps, returning 25 MPs, the psychological limit is 13 — the number of MPs representing the various Ulster Unionist parties.

To draw up a list of targeted seats, the strategists have

carried out an analysis of the majorities, candidates, constituencies, together with the record of the sitting MP and the local council, of all 633 seats in Great Britain and south-east Wales.

The west country and south coast towns make up the main areas where the Tory and Labour vote is marked down as "soft" and can expect visits in the next three weeks of the campaign from the Liberal Democrat leader and his team.

The Liberal Democrats have their best chance in the following Tory held constituencies and with the following candidates: (Conservative candidate and 1987 majority in brackets).

Conwy: The Rev Roger Roberts (Wyn Roberts 3,024) Isle of Wight: Peter Brand (Barry Field 6,442) Richmond and Barnes: Jenny Tonge (Jeremy Hanley 1,766)

Bath: Don Foster (Chris Parton 1,412)

Salisbury: Charles Boney (William Waldegrave 7,703)

St. Ives: Andrew George

(David Harris 7,555) Tiverton: David Cox (Anjela Browning 9,212) Cornwall North: Paul Tyler (Gerrard Neale 5,662) Cornwall South-East: Robin Teverson (Robert Hicks 6,607) Winchester: Tony Barron (Gerry Malone 7,479) Chelmsford: Hugh Nicholson (Simon Burns 7,761)

Seats the Liberal Democrat held that are at risk include Rochdale where Elizabeth Lynne is standing in place of the retiring MP Sir Cyril Smith (his 1987 majority was 2,779); and Brecon and Radnor, where Richard Livesey is defending a majority of just 56. Southport and Southwark and Bermondsey are also vulnerable. The party's three by-election success constituencies, Eastbourne, Ribblesdale and Kincardine and Deeside, could also return to the Tories.

High-risk leader strides into salary minefield

BY JILL SHERMAN
POLITICAL CORRESPONDENT

NEIL Kinnock adopted a high-risk policy yesterday by visiting an information technology company where most of the staff were earning over £21,000 and many stood to lose from his tax plans.

His attempts to woo Londoners, where Labour needs to pick up at least 20 seats from the Conservatives, looked doomed to failure when Mr Kinnock walked into the smart tower block in Euston where the top director gets £120,000 a year and ten other board members earn more than £70,000.

But it was all smiles at Logica's headquarters where the Labour leader was invited to try out the latest computer technology. Executives refused to be drawn on how much they might lose under Labour's alternative budget,

but helpfully handed out the firm's annual review, showing how much they earned. Most directors would stand to lose thousands of pounds under John Smith's plans.

The report also showed that the non-executive directors included Lord Hollick, a Labour peer, and Philip Hughes, a member of the Labour party who was co-founder of Logica and retired as chairman 18 months ago.

Lord Hollick, Philip Hughes and Dr Brian Oakley, a director of Logica Cambridge, a subsidiary which deals with research and development, were signatories of the letter in *The Times* yesterday from businessmen supporting Labour's budget. Dr Oakley is also a member of the Labour party.

Dr Marion Lewis, market-

ing director, said: "The majority of our staff are earning more than £21,000 a year." Labour has said that no one earning under £22,000 would lose under its tax proposals.

Mr Kinnock met Logica's managing director, David Mann, and Paul Bosonnet, chairman, and spent some minutes in front of the cameras talking about technological cooperation with the EC.

Mr Kinnock seemed frustrated over the constant presence of cameras and TV crews. As the cameras and pool journalists were herded out after about ten minutes, he turned to the businessmen and said: "Are we going to have a real chat now?" After a burst of laughter from his hosts, he added: "I am expecting to pull back the shower curtain tomorrow morning to find a guy with a camera there."

Labour 'would boost jobs and inflation'

A new, independent report endorses the macroeconomic claims of both main parties. Anatole Kaletsky discusses the differences which emerge

AN ECONOMIC recovery should begin shortly after the election regardless of which party forms the next government, but Labour policies would result in significantly lower unemployment, higher inflation and more rapid consumption and investment growth.

These are the main conclusions of an authoritative analysis of the two main parties' economic programmes, released yesterday by the politically independent National Institute for Economic and Social Research. The institute, whose computer model of the economy is widely considered to be the most sophisticated in Britain, broadly endorses the macroeconomic claims made by both parties in their alternative budgets.

Conservative policies would produce a gradual economic recovery starting this summer and a continuing decline in inflation to below 3.5 per cent. But unemployment would go on rising throughout 1992 and into next year, reaching 2.91 million by the fourth quarter of 1993. The institute endorses Treasury forecasts that gross domestic product will grow by 1.3 per cent this year, but puts next year's growth at 2.7 per cent, slightly below the 3 per cent Norman Lamont assumed in his Budget.

The institute provides two forecasts for a Labour government, one assuming the introduction of a national minimum wage in 1993, as promised in the party's manifesto, the other ignoring it.

Without it Labour's special employment measures would reduce unemployment by 300,000, relative to the Conservative outcome. Unemployment would still rise to a peak of 2.71 million in the fourth quarter of this year,

but then fall back to 2.61 million in 1993, instead of continuing to climb, as predicted under Conservative policies. GDP growth under Labour would be 1.5 per cent in 1992, against the 1.3 per cent predicted for the Tories. In 1993, Labour's growth rate would be 3 per cent, against the Tories' 2.7 per cent. Personal consumption would grow slightly faster under the Tories, primarily as a result of the higher real wages and personal incomes. This in turn would stimulate marginally faster investment growth. The institute does not think that Labour's directed favourable tax treatment for capital expenditure would have an important impact on investment. Inflation would be about one point higher than under the Tories by the end of 1993, at 4.5 per cent. The higher inflation would be mainly due to faster growth in the economy and lower unemployment rate.

If Labour introduced its minimum wage, the institute believes that growth would be even faster in the short term, but at the cost of substantially higher inflation and a long-term loss of export competitiveness if sterling's exchange remained unchanged in the ERM. The economy would grow by 3.1 per cent in 1993 if the minimum wage were introduced that year. Wages would rise by 9.3 per cent in 1993, against a forecast 6.1 per cent under the Tories. By the fourth quarter of 1993, inflation would be 5.5 per cent, against the Tories' 3.4 per cent. There is no adverse impact on unemployment from the minimum wage in the short term. But beyond 1993, the institute predicts it would cost about 150,000 jobs.

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'I've given my life to beating Provos'

GP tries third time for Gerry Adams seat

By EDWARD GORMAN
IRELAND CORRESPONDENT

THE man trying to depose Gerry Adams, the Sinn Féin president and MP for West Belfast who has never taken his seat, predicted yesterday that he will emerge victorious on this his third attempt.

Joe Hendron, aged 58, a bustling — at times chaotic — doctor and SDLP councillor, has worked in medical practice on the Falls Road in the heart of West Belfast for 25 years. He believes that dissatisfaction with militant Republicanism and what he claims is Mr Adams's poor record as a constituency MP will tip the scales in his favour.

"People are telling me they are totally browned off. I think I have an outstanding chance of winning. I have given my life to beating the Provos. I have given 25 years to the struggle and I have been working my guts out in West Belfast."

Mr Adams, as always confident and understated, is de-

ending a 2,221 majority. He said: "I see no sign of people in this constituency wanting to surrender the seat — none at all." With almost all of Northern Ireland's 17 seats looking like foregone conclusions, attention is focusing increasingly on West Belfast, where there is a real chance of an SDLP win that would have profound implications for the Republican movement.

West Belfast is the republican heartland of the city and a key IRA stronghold. Mr Adams's election as its abstentionist MP is regarded by Republicans as helping to confer legitimacy on their political campaign, and there is no doubt that the movement's international profile is enhanced by two consecutive successes in Westminster elections.

If he is defeated this time, it might be seen as further evidence of the success of the government's marginalisation of Sinn Féin and the IRA and its effort to persuade hard line nationalists to abandon violence in favour of democratic policies.

Dr Hendron, who won 14,641 votes last time compared with Mr Adams's 16,862, is backed by a concerted SDLP effort involving up to 200 party workers and information from a Coopers and Lybrand constituency profile. He believes that around 5,000 of Mr Adams's voters may have had a change of heart.

He says that many people opted for Sinn Féin five years ago partly in protest at harassment by the security forces. By now they may have realised that Mr Adams has a vested interest in doing nothing to help them.

"Harassment is his umbilical cord — his lifeblood," Dr Hendron said. "I have never found a single person who has been helped directly by Gerry Adams. He does not sit in an advice centre anywhere. Everybody has my home telephone in West Belfast."



Lending support: Rosie Barnes, standing again at Greenwich, meets some of the local unemployed

Leading role goes to investment

By JOHN WINDER

LABOUR promises a boost to public and private investment in its special manifesto for Wales, launched in Cardiff yesterday. The programme would help manufacturing, transport and the environment. The manifesto also promises:

- a radical programme to help unemployed people and at the same time improve the quality of services in Wales;
- a new body called "Skills Wales", restoring cuts made by the Tories, to improve training and skills provision;
- better public services in health, housing and education, safeguarding the quality

of life through environmental, cultural and rural policies.

Barry Jones, Labour shadow Welsh secretary, said the policies were sensible, sound and imaginative. "Labour offers a commonsense approach to getting Wales out of the worst recession for 60 years. These measures offer the people of Wales opportunity and hope rather than the gimmicks and mismanagement of the government."

As an overture to its manifesto to be unveiled today, Plaid Cymru launched a programme yesterday for regenerating rural Wales, where their present parliamentary strength is to be found.

This included immediate investment in the roads infrastructure to link with motorways; safeguarding the future of rail services and research into developing port trade; research and development into energy efficiency in west Wales; more money to develop small business strategies; a package for agriculture; and a commitment to ensure that peace dividend money is allocated first to areas such as Pembrokeshire, at present blighted by threatened defence closures.

Dafydd Ellis Thomas, former president of the party, who has stood down after 18 years in the Commons, told a meeting in Dyfed yesterday that a big increase in the party's vote and in its parliamentary strength would help to secure the future of the principality's rural communities.

David Hunt, Welsh secretary, will launch the Conservative manifesto for Wales in Cardiff this morning. Yesterday he was campaigning in the north of Wales where the party holds a coastal strip of, three seats, one, Delyn, by a margin of only 1,224 over Labour.

Richard Livesey, leader of the Liberal Democrats in Wales, said that the single-tier principal authorities they proposed under the umbrella of an elected Welsh assembly would be funded by local income tax.

The party had an abiding commitment to a Welsh assembly and to the establishment of a coherent local government structure.

Whitehall oil jobs go north

By KERRY GILL

THE energy department is to move its exploration and development unit from London to Aberdeen, creating up to 15,000 oil and gas-related jobs in Scotland, it was disclosed yesterday by Ian Lang, the Scottish secretary.

Although the official announcement of the move was due to be made today when the Conservatives give details

of their Scottish manifesto, Mr Lang's pledge managed to trump Labour's promise to site the unit in Aberdeen.

The government has been considering the move since last autumn and resisted the temptation to make the announcement before the Kinross and Deeside by-election in November, which they lost to the Liberal Democrats. But yesterday Mr Lang said in Edinburgh: "Subject only to the conclusions of [a] consultants' study, we will move the unit to Aberdeen."

Although the unit employs about 80 civil servants in London, Scottish Enterprise, the industrial development and training agency, has estimated that thousands of spin-off jobs could be created. It is widely thought that as many as 15,000 jobs could result from the move.

Earlier Frank Doran, Labour's spokesman on oil, who is defending his Aberdeen South seat, had called a news conference at which he said his party would move the unit to Aberdeen.

Sutch advocates five-day weekend

By BILL FROST

BRITAIN'S longest serving political party leader yesterday made the electorate an offer he thought they could not refuse: a five-day weekend and tax cuts beyond the dreams of avarice. Screaming Lord Sutch, founding father of the Monster Raving Loonies, also expressed his willingness to share power in a hung parliament and donate some of his own flowing locks to Neil Kinnock.

Sutch, who has been leader of his party since 1963 and contested a record 32 parliamentary seats, lost patience briefly with the throng of photographers and television cameras covering his first general election press conference. "Bugger off you lot, I have got a manifesto to unveil," he snapped before pushing through the crowd to kiss his first baby of the campaign.

Harry O'Donnell, aged ten months, gaped and drooled as Sutch subjected him to repeated kisses for the cameras. "He is a future Monster Raving Loony candidate and we will build a better world for him," Sutch said.

"How many times have you stood for Parliament?" a reporter asked. "Who are you — political editor of *Exchange and Mart*?" Sutch replied sharply. "You should know all that."

Maria Avino, the Mon-

ster Raving Loony party shadow arts minister, joined Sutch on the bonnet of his "Loony Mobile" campaign car to promise greater investment in public lavatories, free access to concerts, galleries and theatres and tax-free income for performers. Dressed in what appeared to be an aluminium foil dress, and topped off with a hat that looked like a silver-plated wedding cake, Ms Avino also announced that under a Monster Raving Loony government all children would learn to play a musical instrument.

Having distributed bogus bank notes featuring Margaret Thatcher sniggering regally, Sutch laid out his party's policies under the slogan "Vote For Insanity. You know it makes sense." Perhaps the manifesto's boldest promise is to put Parliament on wheels and move it round the country. "First stop Aberdeen, give the Jocks a treat," he said.

Also on offer: the scrapping of most tax bands, free glasses, free hearing aids, free heated lavatory seats for pensioners and a minister for pets. A Monster Raving Loony party government would also release crocodiles into the Thames as a tourist attraction and organise skiing trips to EC butter mountains.

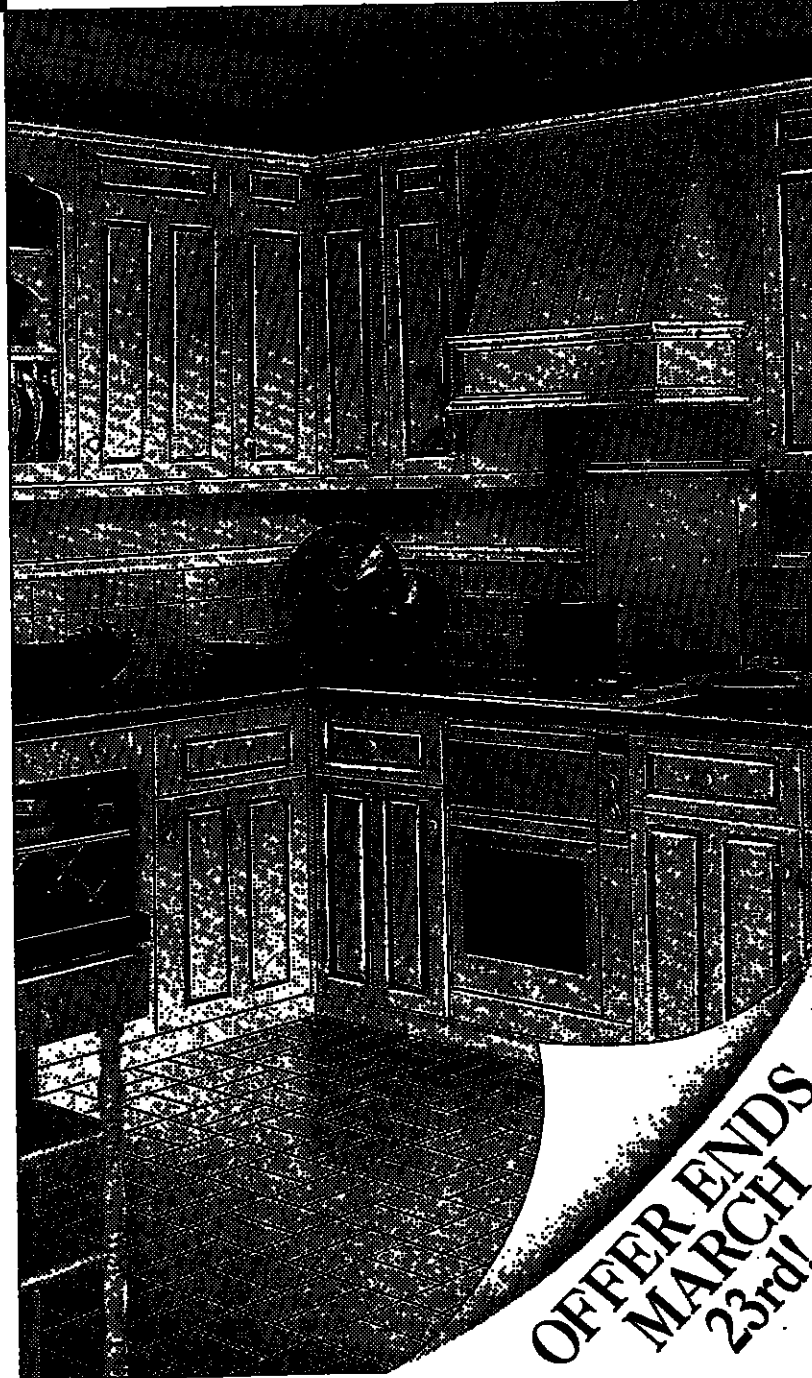
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Parties remain deeply divided on best way to govern London

By ARTHUR LEATHLEY

THE Tory proposal for a Millennium Fund, from which cash would be spent on improving London's image, served only to emphasise how far apart the parties remain over how the capital should be run.

The fund, which would channel extra money into the arts, sport, the heritage and charities, would also pay for the launch of London 2000, an initiative to promote London worldwide. In spite of Conservative softening in recent months towards a representative body for the capital, the underlying dispute remains over whether such a body should be elected or appointed.

The Conservatives unveiled plans for a Cabinet sub-committee of ministers to co-ordinate policy for the capital, while Labour re-emphasised its commitment to creating an elected Greater London Authority working with borough councils and the community.

Each party is anxious to gain the upper hand in the election campaign in the capital where there are many marginal seats.

The Tory manifesto rejected Labour's plan to recreate what it called a "bureaucratic and wasteful" Greater London Council, such as that abolished by the Conserva-

tives in 1986. Instead, the party vowed to continue a modernisation programme which has already received billions of pounds and is "determined to sustain into the next century London's special position as one of the world's leading capital cities".

It would also include the formation of a private sector forum, chaired by the environment secretary, to promote London internationally as a business, tourist and cultural centre.

Bryan Gould, shadow environment secretary, said: "No amount of gimmicks can hide the fact that Conservatives do not trust Londoners to take control of their city's destiny. The gaping hole in the Tory manifesto is the lack of an elected strategic authority."

Labour's manifesto made only brief mention of London, confirming that it would establish an elected Greater London Authority (GLA). Last May, however, Labour published a 50-page manifesto for the capital, London: A world class capital.

In addition to the new authority, its other main plans are the formation of a quality commission to ensure quality of local authority services, increasing training of 16-18 year olds and bringing more manufacturing work to London.

John Major said that more needed to be done to "restore our capital's pride" and announced plans to set up "a forum of people with energy and enterprise to promote London worldwide and take us forward to a celebration of London 2000".

Manchester and London have already been targeted as beneficiaries of the fund through creation of sports facilities to support Manchester's bid to host the 2000 Olympics games and the setting up of the London 2000 Initiative.



Job finished: Norman Tebbit, who retires from the Commons with the election, listening to the launch of the manifesto yesterday

Cabinet steps back from total sell off

By NICHOLAS WOOD
POLITICAL CORRESPONDENT

THE Conservatives have abandoned plans for the wholesale privatisation of British Rail in the face of a cabinet rift over the formula for the sell-off and backbench fears about the political wisdom of unveiling such a hazardous policy during an election.

The extent of the government's retreat is disclosed in the Tory manifesto, which does no more than commit the government to what John Major called a "step by step" disposal of the railways.

The revised blueprint envisages opening up BR's track to private competition and the awarding of franchises to firms to operate services on publicly owned lines. The aim is to bring greater commercial flair and expertise to the

railway network before the government considers sanctioning wholesale sell-offs.

The chosen formula is a compromise between Mr Major's vision of a return to the "golden age" of the pre-war private regional railway companies and Malcolm Rifkind's preference for selling on a sector-by-sector basis. BR's legal monopoly over running services on its track will be ended and private firms allowed to compete with the state carrier. Its freight and parcels operations will be sold quickly and private companies allowed to bid for franchises to operate services.

A new "rail regulator" will ensure that all companies have access to the track, will award that terms of contract are honoured. BR's accounting systems and internal structures will be reorganised with one part of the nationalised industry responsible for track and infrastructure. Stations may be sold to franchise holders or companies.

The transport secretary said that the package was the most radical for improving service quality for the past 40 years.

Shorter waits promised

By NICHOLAS WOOD
POLITICAL CORRESPONDENT

MAXIMUM waiting times for routine operations will be reduced to 18 months from next year, the Conservative manifesto promises.

The Tories also seek to match Labour's promise of more money for the health service by pledging a year on increase in "the level of real resources committed to the NHS". Their manifesto says that, allowing for inflation, spending has risen by 55 per cent since 1979.

Labour's manifesto promises a downpayment on NHS under-funding with an investment of an extra £1 billion over the first 22 months of a Labour government. The document also confirms Labour plans to replace the

Conservatives' market-based NHS reforms with incentives to improve the performance of hospitals.

"Under-funding cannot be put right overnight," Robin Cook, Labour's health spokesman, said. "We will make a start in the very first year and continue to make progress year after year. We have made a commitment that over the first two years we will spend an extra £1 billion investing in our health service."

He said that a Labour government would not "cheat" health authorities by failing to fund pay awards in full. The government denied under-funding, he said, but its effects could be seen in doors being closed on surgery

from Birmingham to Kent.

The Conservative manifesto says that the national two-year limit for waiting times will be reduced to 18 months from April next year. "Binding guarantees will be set locally for impatient waiting times, starting with the operations where waiting causes the most distress."

The patient's charter section of the Tory manifesto also promises to set specific targets for outpatient waiting times to enable the public to compare standards in differing health authorities.

The consumer section of Labour's document counters with promises to set new standards for reducing cancelled operations, improving cleanliness in hospitals and for increasing early admissions from waiting lists.

Crime fighting effort to be aimed at young

By RICHARD FORD
HOME CORRESPONDENT

EFFORTS to produce a more efficient police force with stronger links in local communities are at the heart of Conservative law and order plans.

The Conservatives promise to make squatting a criminal offence, begin a drive against school truancy, create a task-force to co-ordinate methods of combating criminal behaviour among children in the family, at school and on housing estates.

Courts will be given a statutory power to increase sentences for those who offend while on bail; as part of community sentences young of-

fenders will be taken into jail to see what prison life is like and there will be more private-sector management skills in the prison service.

Conservative and Labour support the diversion of people from prison, more crime prevention and support for victims and greater use of non-custodial sentences; one clear difference between them is Labour's pledge to repeal the Prevention of Terrorism Act which it claims alienates sections of the Irish community. The opposition promises to replace it with a more effective, though undefined, measure.



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Facing the future: John Major launching the Conservative manifesto in Westminster yesterday. The document emphasises the importance of expanding the enterprise culture

'Our aims must be price stability, firm control over public spending, and to reduce taxation'

Promoting enterprise through lower taxes

THE 1990s present a great economic opportunity. We have got the scourge of inflation under control. We have cut direct taxes. A stable currency gives industry a chance to realise the potential released by the reforms of the 1980s.

We have extended ownership more widely — of homes, savings and shares — with millions more sharing directly in Britain's success. We will promote enterprise through low taxes, sound money and a stable currency.

The government's task will be to provide an economic environment which encourages enterprise. Our aims must be to achieve price stability, to keep firm control over public spending, to reduce taxes as far as we prudently can, and to make sure that market mechanisms and

The Tory manifesto outlines the course for realising the "economic opportunity" of the 1990s. Extracts appear below

Incentives are allowed to do their job.

The route to lower taxes: We announced in the Budget an important first step towards a basic income tax rate of 20p; we will make further progress towards that rate. We will reduce the share of national income taken by the public sector. We will see the budget return towards balance as the economy recovers.

We will aim to bring home ownership, share ownership and personal pensions within the reach of more families. Whenever possible, we will ensure that future privatisations offer opportunities to employees to secure a

stake in the ownership of their business.

Setting the economy free: We will continue to reduce tax burdens on business, as we have done this year for the motor industry, whenever it is possible. We will abolish unnecessary licences and reduce the need for specific approvals for product design.

We will back British companies encountering any discrimination, trade barriers or state subsidies that should no longer exist within the single European market, and will back the regulators of the financial services industry in their efforts to achieve high standards while keeping the

rule books down to manageable size.

Privatisation: British Coal will be returned to the private sector. So will local authority bus companies. We will encourage local authorities to sell their airports. We will end British Rail's monopoly. We will sell certain rail services and franchise others.

We are privatising Northern Ireland Electricity and will privatise the Northern Ireland water and sewerage services. We will look for ways of bringing private sector skills into the management of Northern Ireland Railways. We will bring private sector enterprise into the public services by encouraging contracting out and competitive tendering throughout government. We will maintain our programme of compul-

- ☐ Progress towards 20p income tax
- ☐ New cabinet minister for national heritage
- ☐ New minister in charge of citizen's charter and civil service reform
- ☐ Sale of British Coal
- ☐ End of British Rail monopoly
- ☐ Reduced maximum waiting times for some hospital operations
- ☐ Urban regeneration agency for England
- ☐ New minister for London transport
- ☐ Nationwide rents-to-mortgage scheme
- ☐ Inheritance tax thresholds to be raised.

sory competitive tendering of local authority services, and will ensure that competitive tendering is extended to white collar local authority services, such as those offered by lawyers, accountants, architects and surveyors. We will tackle all anti-competitive and restrictive practices with vigour.

Small businesses: We will develop an Enterprise

community policing. There will be 1,000 extra police officers this year.

We want each police force to produce a charter telling local people, for example, how quickly the police will aim to respond to emergency calls.

We will set up a working party to examine what more can be done to protect the police and members of other emergency services from assault. We will encourage victims to report sexual offences by giving them statutory anonymity.

"Joy-riders" will face prison sentences of up to five years, unlimited fines and unlimited driving bans. We will extend the maximum sentence for causing death through dangerous or drink driving.

We will create a criminal offence of squatting.

Lottery cash 'will restore heritage'

Towards the Millennium: A MORE prosperous Britain can afford to be ambitious. We can aspire to excellence in the arts, broadcasting and sport. We can use our increased leisure time, energy and money, to improve life for ourselves and our families. The National Lottery we propose can be used to restore our heritage and promote projects which will become a source of national pride.

Funds generated by a National Lottery should be used to enhance the life of our nation. People who enjoy the arts, sport, Britain's heritage and fine countryside could all benefit from the proceeds from a National Lottery. Charities will also be potential beneficiaries.

We will be consulting widely on the best way to distribute the proceeds of a lottery. But we have decided that part of the proceeds should be put aside, year by year, into a Millennium Fund dedicated to projects which will commemorate the start of the 21st century and will be enjoyed by future generations.

The Arts: Britain has a great artistic heritage and a lively contemporary arts scene. The arts have flourished in recent years, with growing attendance at theatre, opera, dance and arts festivals.

The National Lottery will provide a new source of finance for the arts. We will maintain support for the arts and continue to develop schemes for greater sponsorship in co-operation with business and private individuals.

We will re-examine the role of the Arts Council, as many of its functions are now carried out regionally. We will continue our support of libraries as educational, cultural and community centres, and urge local authorities to keep up standards.

Sport: Sport, too, will benefit from the resources generated by the National Lottery. We will actively support Britain's bid to host the 2000 Olympic Games in Manchester. We will set up a Business Sponsorship for Sport scheme. This is expected to raise £6 million in its first year to support local and youth sport.

Our Heritage: The National Lottery will also provide funds for the preservation of our heritage. We will continue to provide substantial financial assistance for the protection and preservation of the heritage agencies, we will work to make heritage sites accessible to the public.

Broadcasting: We are proud of our record of extending choice, encouraging new producers and maintaining high standards in broadcasting. We opened the way to the setting up of Channel 4, independent radio, satellite television and multi-channel cable TV networks.

We will back the work of the Broadcasting Standards Council and remain vigilant about ensuring high standards in satellite broadcasts from abroad. We will publish a discussion paper on the future of the BBC recognising its special responsibilities for providing public service broadcasting.

Backing for bigger UN peace role

THE world has been transformed in recent years. Communism has collapsed in Eastern Europe, and the Soviet Union has fallen apart. Everywhere Socialism is in retreat and democracy, human rights and market economies are advancing. It is a time of great opportunity but also of new dangers.

Britain needs firm leadership at this time. We must be represented by a team of quality and experience. A team which can help shape the world for the next century. A Conservative team.

We will support an enhanced role for the UN in peace-keeping and combating state-sponsored terrorism. We are determined that Iraq should comply with the terms of the Gulf War ceasefire agreement.

The risks we face now: The collapse of the old Soviet Union has dramatically vindicated Conservative defence policy. We have always put the security of our country first. We have kept the peace by staying strong.

Our armed forces: We will complete the deployment of the next generation of Britain's minimum nuclear deterrent. We will order the fourth Trident submarine. The European Community: We have ensured that Britain is at the heart of Europe, a strong and respected partner. The Maastricht Treaty was a success for Britain and for the rest of Europe. British proposals helped to shape key provisions of the treaty. But Britain refused to accept the damaging Social Chapter proposed by other Europeans, and it was excluded.

We will continue to resist changes to the Treaty of Rome that would damage British business. We will resist Commission initiatives which run counter to the principle that issues should be dealt with on a national basis wherever possible.

To complete the single market we shall aim to open up the market for life insurance to free competition; liberalise air travel to bring down air fares; free shipping and road transport markets so that British operators can carry freely within the EC; increase competition in the European energy sector.

A United Kingdom: The United Kingdom is far greater than the sum of its parts. The plans for devel-

tion put forward by other parties would have a grave impact not just on Scotland and Wales, but also on England.

Scotland: We will press ahead with the reform of the current burdensome system of local government by introducing single tier councils throughout Scotland. We will extend our reforms to improve NHS patient care in Scotland.

Wales: We will set up a Welsh Economic Council to bring together the various bodies with interests in inward investment, tourism and small business to advise the Secretary of State. We aim to remove all significant dereliction from Wales by the end of the new Parliament.

Northern Ireland: We have upheld our pledge that Northern Ireland will remain an integral part of the United Kingdom in accordance with the democratically expressed wishes of the majority of the people who live there. We will always give the security forces our full backing within the rule of the law, and — against Labour opposition — ensure that they have the special powers they need to protect the whole community from violence.

From town to country, a brighter Britain

MAKING Britain a brighter and better place in which to live requires a high quality environment — including housing, transport and reinvigorated urban areas.

The Conservative commitment is both to the re-creation of our civic pride and also to the preservation and integrity of our rural heritage, founded on the core industry of agriculture. Our aim is to enhance the quality of life for the British people.

Home ownership:

☐ We will maintain mortgage tax relief.

☐ We will continue "right to buy" discounts and ensure that local authorities respond rapidly.

☐ We will introduce a new nationwide "rents-to-mortgages" scheme, enabling council tenants to take a part share in their home, gradually stepping up to full ownership.

☐ We will introduce "commonhold" legislation, giving residential leaseholders living in blocks of flats the right to acquire the freehold of their block at the market rate. Leaseholders of higher rated houses will also be given the right to buy the freehold of their property. Leaseholders who live in a block which does not qualify will have a new right to buy an extended lease.

☐ As soon as possible in the new Parliament, we will introduce a new "rent-a-room"

scheme under which homeowners will be able to let rooms to lodgers without having to pay tax on the rent.

Meeting housing need: We are also committed to securing a better deal for council tenants and increasing the supply of affordable housing for those in housing need. We will introduce more choice, improve management of estates and create new rights as part of the Tenant's Charter.



Michael Heseltine: raising quality of life

Transport: Under the Conservatives, transport in Britain is being transformed. More competition on the roads and in the air has led to better services and more choice. Our successful policies of deregulation and privatisation have gone hand in hand with a sustained and growing programme of investment.

The railways: We believe that the railways can play a bigger part in responding to Britain's growing transport needs, and are investing accordingly. Next year alone, British Rail's external finance will top £2,000 million. The new Passenger's Charter will help to raise the quality of service.

We believe that the best way to produce profound and lasting improvements on the railways is to end British Rail's state monopoly. We want to restore the pride and local commitment that died with nationalisation.

Roads: We will improve road transport by:

☐ Investing £6,300 million in our trunk road and motorway network over the next three years, concentrating particularly on bypasses. Some 40 new ones will be opened by 1995 on trunk roads alone.

☐ Increasing penalties for those convicted of drink driving.

OUR health, care and social security systems are fundamental to government responsibilities; and we believe strongly in fostering voluntary services too.

The NHS — Present and Future:

The Conservative Party is totally committed to the National Health Service. The Government has set out in the Patient's Charter the principles on which the NHS is based. The most fundamental of these is that need, and not ability to pay, is and will remain the basis on which care is offered to all.

We have reformed the organisation of the NHS to encourage those working in the service to respond to what patients want and need, and to get the most out of the increased money.

We will, year by year, raise the level of real resources committed to the NHS.

The Patient's Charter: Binding guarantees will be set locally for in-patient waiting times, starting with the operations where waiting causes most distress. From 31 March 1993, no one should have to wait more than 18 months for a hip, knee or cataract operation.

We will make it easier for patients to find out what services are available.

Care services: We will take steps to ensure that individuals who need residential or nursing care con-

tinue to have a choice of homes, including independent homes.

We will ensure that all local authorities publish information about the social services that are available.

We will provide choice in domiciliary and day care.

Children:

Each local authority will be asked to produce a childcare plan setting out the provision available in their area.

Social security: We will continue to simplify social security forms.

We will establish a new agency to provide a better service to war pensioners and war widows.

Security in retirement:

As evidence of our continuing commitment to poorer pensioners, we have announced in the Budget an increase of £2 a week for single people, £3 a week for couples, in income support for pensioners. Combined with the increases this April, this will provide less well-off pensioners with £5.75 to £10.70 a week extra.

Supporting families:

Child Benefit will remain the cornerstone of our policy for all families with children.

Help for disabled: We are introducing new disability benefits which will, in the next Parliament, bring extra help to at least 300,000 people.

Public service will be at heart of government decisions

THE Citizen's Charter is the most far-reaching programme ever devised to improve quality in public services. The charter will be at the centre of government's decision-making throughout the 1990s.

No one doubts the professionalism of the vast majority of public servants. But too often the system's outdated working methods and attitudes prevent them from giving their best.

In less than a year since the White Paper, 18 detailed charters have been published. Each sets out tough new standards and gives new information and rights to the public. Each will be revised regularly to check on progress, and raise standards higher.

Knowledge, standards, choice: The next Conservative government will carry the Citizen's Charter still further. There will be more information about standards and

performance; clear standards set within public services still shrouded in mystery; more choice built into public services and proper complaints procedures.

We will extend competition and accountability in public services. Those who provide public services will have to prove they can give the right quality at the right cost. We will extend compulsory competitive tendering to local authority housing management and examine how to apply it to white-collar services.

We will publish proposals for the inspection of social work in England, setting up arrangements for systematic independent inspection of care services and every local authority social services department.

The Post Office: We are committed to a nationwide letter service within a uniform structure of prices and a nationwide network of post offices.

We will lower the limit on the Post Office monopoly much closer to the level of the first class stamp. We will provide improved scope for contractors to carry mail to final delivery offices. We will consider requests to license limited specialist services to compete with the Post Office monopoly.

Whitehall and Westminster: We will continue to reorganise central government in tune with its modern role, while devolving and contracting-out executive functions. We want to ensure that the drive to save money, to reduce bureaucracy and raise quality is led from the centre of government.

We intend to create a department with responsibility for broad-

casting, arts, sport, tourism, the national heritage and the film industry. This department will aim to encourage private sector enterprise in these fields.

We are determined to ensure that women in the workforce realise their full potential. We will transfer from the Home Office to the Department of Employment the lead responsibility for co-ordinating government policy on issues of concern to women.

Open government: We will review the statutory restrictions on the disclosure of information, retaining only those needed to protect privacy and essential confidentiality. We will seek to provide greater access to personal records held by government. We will be less secretive about the workings of government.

The workings of Parliament: We will propose appropriate par-

liamentary reforms to ensure that the House of Commons conducts its business more efficiently and effectively, taking into account the benefits of modern technology, the increasing constituency demands upon Members of Parliament and the need to attract more women to stand for election.

The training revolution: We intend to make training credits available to all 16-year-olds and 17-year-olds. The TECs will continue to be responsible for the YT programme for this age group. We will continue to finance training programmes for the long-term unemployed and those who face particular difficulties.

Workers and unions: Employees and customers should not have their lives and businesses disrupted by wildcat strikes. We will legislate to enforce and enhance these rights: we will require

employers to give everyone who works for them for more than eight hours a week a clear written statement of their terms and conditions of employment.

We will make automatic deduction of union membership dues without written authorisation unlawful. We will take measures to give individuals greater freedom in choosing a union.

A share in the future: Employees should be given every opportunity to acquire a stake in the business for which they work. We will establish a review of the framework of law and regulation within which occupational schemes operate.

Women and opportunity: We are committed to maintaining the real value of child benefit and will act where a push by government is needed to stimulate the provision of childcare.

Kinnock reassures water shareholders

BY PHILIP WEBSTER AND JILL SHERMAN

NEIL Kinnock yesterday assured investors in the water companies that Labour would not renationalise the industry. But the Labour manifesto made it clear that stringent regulation would give the government control of prices and investment.

Mr Kinnock's assurance also extended to shareholders in the electricity distribution and generation companies, but there the position is more complicated because Labour intends to take a controlling stake in the national grid. This is a wholly owned subsidiary of 12 distribution companies.

Although the public holds no shares in the grid company the value of any stake in the regional electricity companies could be affected by a renationalisation.

Labour pledged to bring water back under public control by strengthening the powers of the industry's regulator. The party has dropped any idea of taking British Telecom, British Gas, or water into public ownership.

Far from abandoning Clause 4 of the party's consti-

trution, which has been seen as the basis for nationalisation, Mr Kinnock quoted from it at yesterday's manifesto launch to justify Labour's new approach.

The Labour leadership has long regarded the cost of formally taking back the industries as prohibitive. Mr Kinnock said Clause 4 referred to achieving "the best obtainable system of popular administration and control" adding: "That is precisely what we are proposing."

He omitted to mention that the clause also talks of "securing for the workers by hand or by brain the full fruits of their industry and the most equitable distribution thereof that may be possible upon the basis of the common ownership of the means of production, distribution and exchange".

On the electricity grid, the manifesto says: "We will restore public control of the National Grid and give it new duties and powers to ensure the long-term security of elec-

tricity supplies."

On water privatisation it says: "The provision of water is so fundamental that it is a priority for return to public control. In the meantime we will protect consumers against high prices and poor service and give greater priority to environmental problems."

Speaking later speaking on BBC radio, Mr Kinnock said that neither the electricity grid nor the water industry would be formally renationalised although they would be publicly controlled. Policies based on ideologies of the Thirties and Forties should be replaced by those facing reality, he said.

"The only commitments we have are the ones to restore public control of the water industry, basic for the welfare of the British people, and the electricity grid, which is also, for economic and social reasons, very important. A lot of people would say that the water industry and the electricity grid should be under public control," Mr Kinnock said that shareholders would be able to keep their shares.



Glenda Jackson, Labour candidate for Hampstead and Highgate, serves tea at the Holly Lodge community centre, Hampstead, northwest London

£300m injection promised to upgrade skills

BY JOHN O'LEARY
EDUCATION CORRESPONDENT

LABOUR yesterday promised £300 million for a new training initiative to complete a package the party sees as one of its strengths in a campaign increasingly dominated by the economy.

Training was one of the first themes taken up by Neil Kinnock once the election had been called. Labour and the Liberal Democrats see fertile ground in the unflattering international comparisons and well-publicised disputes over training budgets that have dogged ministers.

The Conservatives, in their manifesto, said that a training revolution was under way in Britain, the £2 Training and Enterprise Councils representing the "most significant peacetime partnership between government and industry this century". Government spending had more than doubled in real terms since 1979. Training credits had given young people more choice and tax relief on fees will benefit the 250,000 people who pay for their own training.

Labour, however, can point to a level of training that most independent analysts consider inferior to European competitors in quantity as well as quality. Even Conservative ministers have acknowledged that the jungle of vocational qualifications leaves employers and potential trainees baffled while the recession has accelerated a decline in most types of training.

Labour's proposed "Skills for the 90s" fund is only one element of a policy that includes a training duty for employers and a new form of traineeship lasting up to four years. The fund itself, directed at the unskilled and areas of skill shortage, would increase government spending by 11 per cent.

The Liberal Democrats, too, would increase spending. Part of the £2 billion increase in education budgets would go to training, and employers would face a levy equal to 2 per cent of their pay bill.

Most commentators agree, however, that the British training malaise is not simply

a matter of money. Sigbert Fraas, of the National Institute of Economic and Social Research, said: "There is no doubt that we are way behind other European countries but throwing more money down the drain just produces more sewage."

"If we are serious about wanting to run a modern economy, we need better vocational, technological standards for 70 per cent of the workforce at least. We have been separating theory and practice when integration is crucial to success in a high-technology world."

Labour promises an entitlement to train while at work, based on qualifications rather than time served. Certified qualifications would have to meet a national standard set by a new accreditation body, allowing the holder to work full-time or enter higher education. Legislation would ensure that no 16 year-old could be employed without an approved training programme.

All the main parties are committed to the CBI's training targets, which envisage 80 per cent of young people achieving the equivalent of two grade CSEs by the end of the next Parliament. A more daunting task will be to establish a new training culture among young people, as well as employers.

An Economic and Social Research Council survey last month found most teenagers viewed training schemes with suspicion and still wanted a full-time job when they finished education.



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First-time buyers offered aid

By NICHOLAS WOOD
POLITICAL CORRESPONDENT

FIRST-TIME buyers will be helped under a package of housing reforms set out in Labour's manifesto.

Their mortgage repayments will be reduced by concentrating their tax relief on the early years of home ownership. Labour also promises to retain mortgage interest tax relief for all at its present rate and the right-to-buy leg-

islation for council tenants introduced by the Tories a decade ago.

By allowing the phased release of about £8 billion of capital receipts in local authority coffers from the sale of council houses, Labour intends to rejuvenate the building of homes for rent. John Major said that it would add to public spending and push up interest rates.

Labour also plans to outlaw gazumping and introduce housing "log books" to help prospective buyers to find out more about a property.

Housing and the inner cities loom large in the Tory manifesto, with Michael Heseltine, the environment secretary, spearheading new moves to extend home ownership to council tenants and to reclaim derelict inner-city land.

The Conservatives promise a nationwide "rents-to-mortgage" scheme which will enable council tenants to take a part share in their property at no extra cost and eventually acquire the title. They also intend to release more money from the housing corporation's £2 billion budget to enable first-time buyers to get on the housing ladder with shared ownership deals involving a housing association.

Mr Heseltine highlighted the renewed Tory effort to revitalise the inner cities, blaming the dreariness of many council estates on the incompetence of Labour councils. The manifesto promises a new urban regeneration agency which will assume responsibility for reclaiming derelict land. It will have powers to make compulsory purchases.

Calculated silence on Trident

By MICHAEL EVANS
DEFENCE CORRESPONDENT

THE most controversial issue dividing the Conservative and Labour parties on nuclear strategy, the size of the Trident ballistic missile submarine force, has been omitted from Labour's manifesto. Trident is not mentioned.

The omission underlines the difficulty facing Labour. For although its policy until now has been based on the premise of cancelling the fourth submarine, Labour recognises that a decision to have only three would have significant employment implications for the 10,000 workers involved in building Trident at the VSEL shipyard in Barrow-in-Furness, Cumbria.

John Hutton, the Labour parliamentary candidate for Barrow, a Tory marginal, has been reassuring VSEL workers that he will fight for the fourth boat.

Neil Kinnock, the Labour leader, hinted at the dilemma

yesterday when he said that a final decision would be made when the party came to power and had access to further details of the arguments over the need for a fourth boat. But otherwise, we will balance the cost of cancellation and cost of continuation, and see," he said.

Labour's manifesto confirms previous promises to retain Britain's nuclear capability, although the number of warheads will remain the same as for the present Polar system. It does not, however, detail plans to reshape the army and there is no pledge to launch a defence review.

There is more emphasis on the need to join the United States in negotiating nuclear arms cuts, ending British nuclear testing, stopping sales of arms to dubious countries, and setting up a Defence Diversification Agency to help workers affected by defence cuts. Labour also promises to support a permanent United Nations peace-keeping force and to work for a strengthened nuclear non-proliferation treaty.

Injection
used to
le skill



Labour's manifesto sets out a programme for "the huge task of national reconstruction". Extracts appear below

BRITAIN faces a huge task of national reconstruction. From day one, the new government must start to get Britain working again. It must get the economy out of recession. It must lay foundations for the future. Recovery must be based on investment, for only investment will create lasting prosperity.

Today, millions of people fear losing their job, their home or their business. The new Labour government's recovery programme will start to remove that fear, with immediate action on investment, jobs and training. It will combat recession now and build [a] sustained and sustainable recovery.

Britain's economic problems are deep-seated. We will

- £1 billion anti-recession programme.
- £1.6 billion spending on health and education.
- Phased release of council house receipts.
- National minimum wage of £3.40 an hour.
- New 50p top rate of tax at £40,000.
- National grid returned to public control.
- Ban on school classes of more than 40 children.
- Abolition of poll tax and return to the rates.
- House of Lords replaced by elected second chamber.
- Fixed term parliaments.
- Retention of nuclear weapons.

not be able to do at once everything that we would like to do. But we will get down to business right away.

Action for industry:

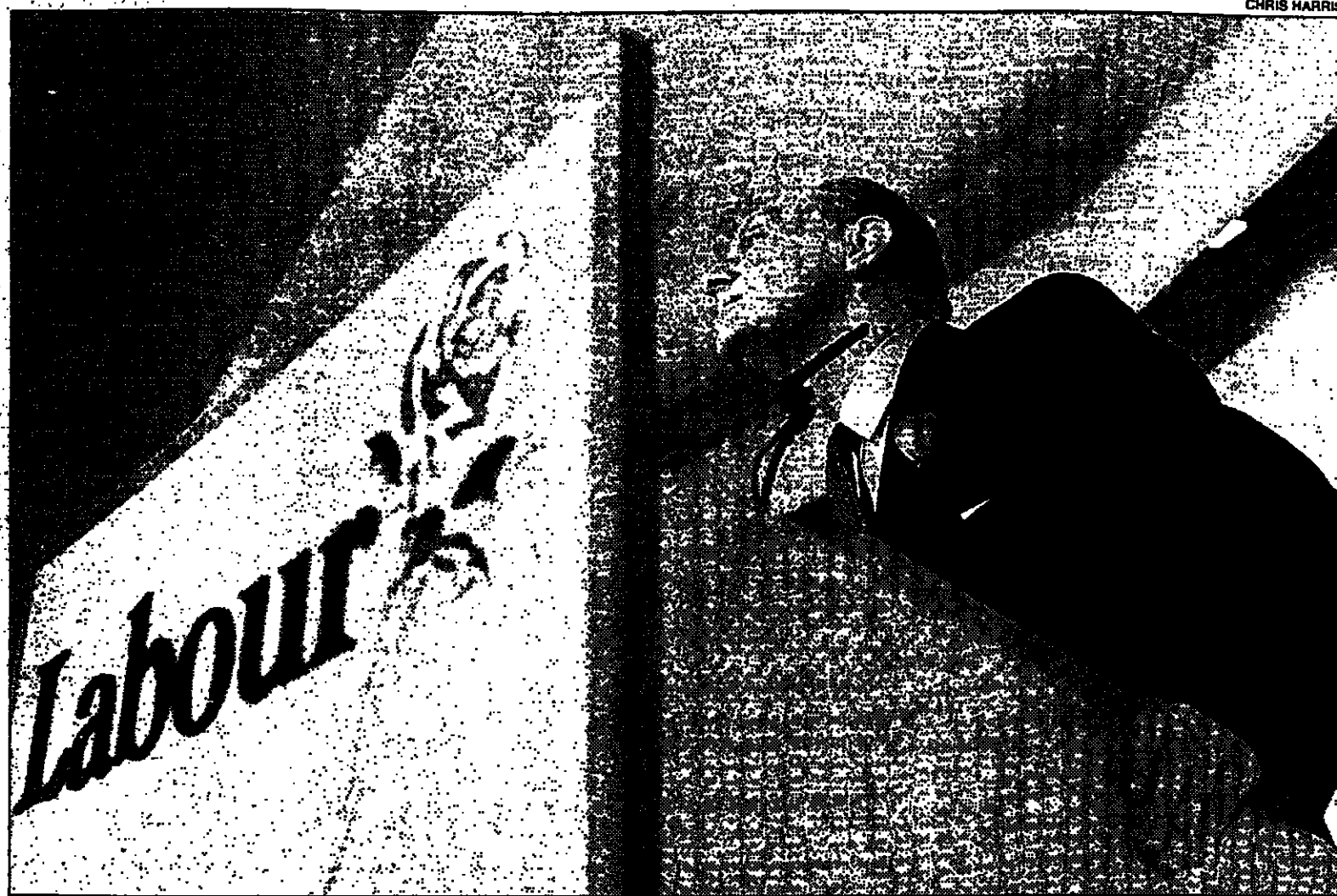
1. We will provide enhanced capital allowances to encourage companies immediately to bring forward manufacturing investment in new machinery and plant, innovation and design. This will last for a limited period.
2. We will introduce an investment tax incentive tailored to the special needs of small businesses.
3. We will immediately begin the phased release of receipts from the sale of council houses, land and property to allow local authorities to build new homes and improve old ones. More building workers in the recession-savaged construction and building supply industries will be employed and more families rehoused.
4. We will allow British Rail to proceed with a leasing scheme of 188 new Networker trains on the North Kent line — the first step in securing private investment to help modernise Britain's railways.

Action for jobs:

5. Housing investment will generate jobs. We will also establish a work programme, combining three days a week

'Recovery must be based on investment, for only this will create lasting prosperity'

Getting the country back to work



On your marks: Neil Kinnock giving Labour's election campaign its official start yesterday with the launch of the party manifesto

Success lies in making goods that people want

LABOUR'S economic policy rests on one simple, common-sense fact. The only way for Britain to build a strong economy is to make the goods and services which people want.

Britain is in a race for economic survival and success. Every employee in every enterprise must be involved in a new partnership so that trained and talented people can use the most modern technologies to create top quality products.

None of this will happen with a government that believes that the best thing is to do nothing. Britain needs a Labour government, which will back industry in the way our competitors back theirs.

A government business can do business with:

Modern government has a strategic role, not to replace the market but to ensure that the market works properly. Business needs sustained and balanced growth, stable exchange rates, steady and competitive interest rates and low inflation. We will deliver them.

We will keep prices down: Inflation has been suppressed by recession, but it has not been cured. To curb inflation, Labour will maintain the value of the pound within the European exchange rate

mechanism. We will manage credit sensibly. We will stop excessive price rises in water, electricity, telephones, transport and NHS prescriptions.

We will introduce fair taxes:

Attacking poverty is an essential component of Labour's programme for recovery and prosperity. The most effective way to reduce poverty quickly is to increase child benefit and pensions and take low-paid people out of taxation.

We will reform the national insurance and income tax system.

We will reform decision-making:

Every autumn, we will make a *State of the Nation* report on the economy. Our assessment will then allow employers, trade unions and other social partners to consider Britain's competitiveness and the competing claims on national output. These considerations will be an important influence on collective bargaining.

We will cut unemployment:

We are determined to make a swift reduction in unemployment and have explained in our National Recovery Programme just how this will be done. It includes immediate action for unemployed

people, as well as direct investment to create thousands of new jobs. Steady and sustained economic growth will generate jobs that last. Better training will help people get back to work.

We will modernise Britain's industries:

An Investment Decade will start with the immediate introduction of investment allowances. We will help high-technology industries with a 25 per cent tax credit for additional investment in research and development.

We will strengthen our regional economies:

We will establish regional development agencies in England, strengthen Scottish Enterprise and the Welsh Development Agency and modern regional incentives. Regional agencies will become powerhouses for industrial development, encouraging investment, technology and skills.

We will invest in people:

Expanded childcare will help women return to work and undertake training. We will opt in to the social chapter of the new European treaty and introduce employment standards common in successful economies, including the best health and safety legislation.

£1 bn to be invested within two years

THIS election will decide the future of the NHS. Indeed, it will decide whether or not we continue to have an NHS of the kind that the British people want.

Labour will stop the privatisation of the NHS and return open-out hospitals and other services to the local NHS. We will halt the commercial market which is creating a two-tier health service.

Our commitment to NHS: For a decade, the Conservatives have persistently underfunded the health service. Instead of cutting income tax, we will make additional resources of at least £1 billion available for investment in over the next 22 months.

We will retain the pay review bodies. We will not cheat health authorities by agreeing pay awards which are not fully funded and leaving managers to bridge the gap by cutting patient care.

We will launch a programme to invest £60 million in the modernisation of cancer services using resources we will save by scrapping the Conservatives' tax handout on private medical insurance. We will tackle the shortage of intensive care beds.

A healthy Britain: Labour will launch a National Health Initiative to promote physical and mental

health from birth to old age. We will increase the time (GPs) have for each patient by reversing the financial pressures to take on too many patients. We will make sure every community has access to dentists and restore the free dental check.

A modern NHS:

We will create a modern, efficient NHS with incentives to improve performance but without the queue jumping and waste created by a market in health care.

A first-class service to patients:

We will restore the right of patients to be treated in the hospital of their choice. Women will have the right to be seen by a woman GP and we will encourage development of well women clinics.

A community service:

Labour will expand the services which elderly people and their carers need for long-term support in the community. We will insist that the first call on income from the sale of mental health hospitals is the provision of better accommodation and services in the community for mental health users and people with learning disabilities.

Citizens' rights enshrined in law

IT IS time to modernise Britain's democracy. Central to Labour's purpose in government is our commitment to radical constitutional reform.

Our charter of rights, backed up by a complementary and democratically enforced bill of rights, will establish in law the specific rights of every citizen. A freedom of information act will open up government.

We will give power to the nations and regions:

We will establish an elected Scottish parliament. It will have powers to legislate for and administer Scotland's domestic affairs and modernise Scotland's economy and... represent Scotland within the UK and Europe. We will establish an elected Welsh assembly in Cardiff with powers and functions which reflect the existing administrative structure. A regional tier of

government in the English regions will take over many powers exercised nationally such as regional economic planning and transport.

Labour will give Londoners the right to elect a greater London authority, responsible for making London a better place to live and work.

We will safeguard press freedom:

We will remove unjustified restrictions on broadcasting and establish a Monopolies and Mergers Commission enquiry into the concentration of media ownership. If the press fail to deal with abuses of privacy, we will implement the Calcutt report's recommendations for statutory protection.

We will offer everyone a fair chance:

We will introduce a new law dealing with discrimination on grounds of sexuality, repeal the unjust Clause 28 and allow a free vote in the Commons on the age of consent. We will establish a children's minister.

Ministry for women: Labour will appoint a cabinet minister for women. She will ensure that women's voices are heard at the highest level.

Northern Ireland:

Labour will continue the present talks on Northern Ireland. In the long term, we want to see a united Ireland achieved by consensus and without violence.

A modern Parliament:

We will improve the procedures and facilities of the House of Commons, strengthen scrutiny of EC legislation, and end ministerial misuse of the royal prerogative.

Further constitutional reforms will include those leading to the replacement of the House of Lords with a new elected second chamber. We will introduce as a general rule a fixed parliamentary term.

Party promises to continue fight for nuclear arms cuts

WE NEED a new government to grasp new opportunities. A Labour government ready to exploit Britain's unique, interlocking membership of the United Nations Security Council, Nato, the Commonwealth, the European Community and the G7.

It's a new chance to enhance peace in the world:

Labour, which in opposition joined our Nato allies in rejecting the Conservative government's Cold War nostalgia, will in government partner the United States in negotiating to reduce the world's stocks of nuclear weapons. We shall seek to involve the four former Soviet nuclear republics, together with France and China. Until elimination of those stocks is achieved, Labour will retain Britain's nuclear capability, with the number of warheads no greater than the present total.

It's a new chance to solve long-running disputes:

The Labour government will work in the United Nations and the European Community to enhance peace prospects in the Middle East. Our aims are security for Israel and self-determination for the Palestinians.

It's a new chance to provide genuine security for Britain:

As the party which took Britain into Nato, Labour will base its defence policies on UK membership of the alliance. We will provide whatever resources are needed for effective defence for our country.

Unlike the Tories, we recog-

nise that disarmament negotiations can bring about problems for our defence industries.

Nearly 100,000 jobs have already been lost during the past two years and 123,000 more are in danger. Selling more arms to poor countries is not an acceptable or effective way of maintaining Britain's defence industries. We will stop sales to countries which might use them for internal repression or international aggression.

It's a new chance for a new Europe:

The Labour government will promote Britain out of the European second division into which our country has been relegated by the Tories. Our first chance will be the United Kingdom's six-months' presidency of the Community, starting on July 1. We shall use that presidency to end the Tories' opt-out from the social chapter, so that the British people can benefit from European safeguards. We will also use our presidency to help ensure that poorer countries are not disadvantaged as a result of the single market.

We shall play an active part in negotiations on economic and monetary union. We shall fight for Britain's interests, working for Europe-wide policies to fight unemployment and to enhance regional and structural industrial policy. The elected finance

ministers of the different countries must become the effective political counterpart to the central bank whose headquarters should be in Britain. We shall make the widening of the Community a priority.

It's a new chance for human rights:

Labour will set up a human rights division in the Foreign and Commonwealth Office, and require all Britain's diplomatic posts abroad to appoint an officer to monitor human rights. There will be an annual report to Parliament. Decisions on economic aid and arms sales will be linked to human rights records.

It's a new chance to fight world hunger and poverty:

Under the Tories, Britain's aid budget has been cut to its lowest ever. The Labour government will aim to meet the United Nations aid target of 0.7 per cent of GNP within five years — the lifetime of a full Parliament. Labour will establish a separate department of state for international development, whose minister will be in the cabinet.

It's a new chance to safeguard the environment:

The Tories have been laggardly and reluctant in international moves to protect our planet's environment. Labour will set the pace in pressing for international action to safeguard the ozone layer, to combat acid rain, to tackle the problem of global warming, to face up to the environmental needs of the poorest people of the world.

Strategy aims to rekindle sense of community

BRITAIN'S families deserve the support which families receive in other European countries. We will create a new sense of community and social cohesion.

We will make families better off:

We will increase child benefit for seven million families. Higher pensions and related benefits will benefit another 12 million people. We will reform the tax and national insurance system, and take 740,000 low-paid people out of tax. After the first

year's extra increases we will restore the link between increases in the basic pension and prices or earnings, whichever is higher.

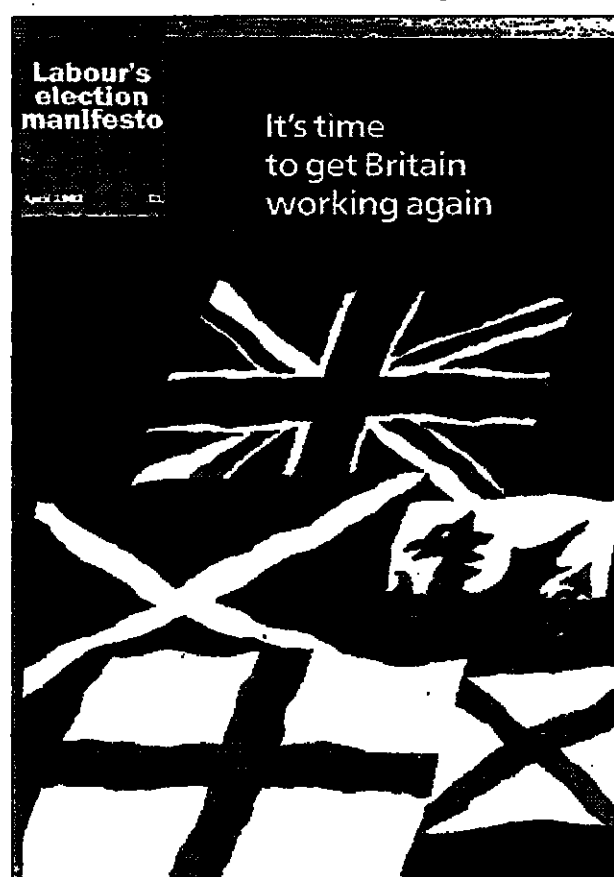
Labour will develop a flexible decade of retirement between the ages of 60 and 70, so that men and women can choose to retire on a full pension or continue in work.

We will abolish the poll tax: Labour will abolish the poll tax immediately. We will replace it with our Fair Rates system, related to people's ability to pay.

People need decent homes:

Labour will establish mortgage rescue schemes. We will protect people against crime.

Crime in Britain has more than doubled since 1979. Over five million crimes were recorded last year, but the real total is certainly higher. Labour will insist that local councils work with the police to improve crime



Flying the flag: the cover of Labour's manifesto

prevention by: modernising vulnerable estates; improving street lighting; demolishing derelict buildings; fencing off waste-land.

We will support arts and leisure:

We will renew the BBC's Charter in a way which guarantees the continuation of high-quality public

service broadcasting.

We will protect consumers: Our Consumers' Charter will cover all goods and services. It will include: tougher health and safety standards; compensation for injury from dangerous products; comprehensive guarantees; a fast, simple remedy if things go wrong.

£600m extra to be invested in schools

GOOD education is the best investment in Britain's future. All girls and boys, from every background, must be able to discover their talents and fulfil their potential.

We want every child to get qualifications that count. We need safe, disciplined schools, where teachers work closely with parents.

Labour will modernise schools. Over the next 22 months, additional resources of at least £600 million will be made available for investment in education.

We will offer nursery education to three and four year olds:

By the end of the decade, all three and four year olds will have the opportunity of nursery education. Our Ministry for Women will help to develop a nationwide childcare strategy.

We will raise standards:

Through better teaching, smaller classes and modern books and equipment, we will raise standards. Teachers will be guaranteed a proper salary and career structure.

Within 12 months, we will end the scandal of primary school classes of more than 40 children. To make sure that children are reading by the age of seven, we will create a national Reading Standards Programme.

We will phase out the Assisted Places scheme (without affecting pupils currently on a place, or offered one from September 1992) and redirect the savings.

Guaranteed standards:

Conservative plans to privatise the schools' inspectorate

will be scrapped. Our Education Standards Committee, together with Her Majesty's Inspectors, will monitor the performance of every school. National Awards, similar to the Queen's Award for Industry, will encourage excellence.

If parents are dissatisfied with the school or education authority, they will be able to call in the Education Standards Commission.

We will modernise the curriculum:

We will modernise the national curriculum and apply it in all schools. From the age of 14, pupils will study five essential subjects: English, mathematics, science, a modern language and technology. We will establish a five-subject A-level and bring it together with technical qualifications into our new Advanced Certificate.

Labour's targets:

First, a nursery education for all three and four year olds by the year 2000.

Second, within five years, we want four out of five 16 to 18 year olds to be able to achieve at least five GCSEs at grades A, B or C, or their equivalent.

Third, by the end of the decade, we want half of 16 to 19 year olds to be able to qualify at the Advanced Certificate level A-levels or the equivalent in BTEC and other post-16 opportunities for study.

Fourth, within 20 years, we will double the number of students in higher education.

It is the
intense

flavour of
the finest ingredients
combined with

fresh

cream that is
essentially Häagen-Dazs.



FRESH CREAM ICE CREAM
Dedicated to Pleasure



Now it's on
everybody's
lips.

IF HÄAGEN-DAZS Ice Cream is dedicated to pleasure, their advertising is dedicated to success. Between July and September 1991, they advertised in newspapers and their supplements. During this period brand awareness doubled, rising from 9% to 21%. And sales in major outlets rose by a third. For the pleasure that only success can bring, why not advertise in national newspapers.



This advertisement was placed by the Newspaper Publishers Association.

Arkansas governor almost assured of Democratic nomination

Only scandal can now halt the Clinton bandwagon

FROM MARTIN FLETCHER IN WASHINGTON

AFTER three months of dramatically fluctuating fortunes, the long-distance race for the Democratic presidential nomination looked all but settled yesterday.

Bill Clinton enjoyed a commanding lead thanks to Tuesday's huge victories in Illinois and Michigan. Paul Tsongas and Jerry Brown trailed far behind, their only real hope being that the Arkansas governor would be tripped up by another scandal. Mr Brown's strong second place in Michigan gave him a second wind, but Mr Tsongas is fading fast and will fall out of the race if he fails to take Connecticut next Tuesday.

A bitter anti-incumbent blast from the Midwest meanwhile had Washington's congressmen trembling in the stands. One of their number, Charles Hayes, the veteran Chicago congressman, was thrown out on Tuesday for bouncing 716 bad cheques at the House bank. This Democratic primary was the first test of voters' fury over "Rubbergate", and they gave the nomination to Bobby Rush, a former Black Panther.

Even more horrifying to Capitol Hill's denizens was the Democratic primary defeat of Senator Alan Dixon of Illinois at the hands of Carol Mosley Braun, who hopes to become America's first black woman senator this November. Mr Dixon had won 29 straight elections since 1949 but fell foul of seething public discontent with the Washington establishment. His worst transgression was to support Clarence Thomas for the US Supreme Court, last autumn despite Anita Hill's sexual harassment charges.

Mr Clinton won as many votes as Mr Tsongas and Mr Brown together in Illinois and Michigan. His first big victories outside his native south gave him 44 per cent of the 2,145 delegates he needs if he is to make July's acceptance speech at the Democrats' Madison Square Garden convention in New York. The apportioning of delegates by vote percentages in the remaining primaries makes it all but impossible for his rivals to catch him.

Mr Clinton's victories were impressive in more than just the headline numbers. He out-organised, out-spent and out-maneuvred Mr Tsongas and won strong support from blacks, whites, men, women, the young, the old and the sort of blue-collar workers who fled in droves to the Republicans in the 1980s.

Commentators suggested no Democrat had assembled such a broadly based coalition since Robert Kennedy in 1968. His weakest points against President Bush would be the significant percentage who still distrust him, and his failure to attract more of the independent suburbanites who remain Mr Tsongas's only stronghold.

The former Massachusetts senator admitted after a miserable night that Connecticut, in his native New England, was now a "must-win" if he is to remain a viable alternative to Mr Clinton. He failed entirely to expand his base in the Rustbelt primaries and is short of funds.

Mr Clinton must survive the ravenous New York tabloids in that state's April 7 primary, and Mr Brown will continue to stalk the governor on character issues.



Victory in his grasp: a beaming Bill Clinton, governor of Arkansas, shakes hands with some of his supporters at a party in Chicago to celebrate his winning the Democratic primary in Illinois

King Baudouin has heart-valve surgery

King Baudouin of Belgium underwent heart surgery yesterday in a Paris hospital. The royal palace said the monarch, aged 60, was recovering well. The operation, carried out in the Broussais hospital, was to repair a defective heart valve.

Rie Miyazawa, a teenage starlet and nude model. The highly successful previous series, for a famous fortifying drink, showed him emerging as a genie from a bottle.

Dan Quayle, the American vice-president, will visit Japan in May to attend a ceremony marking the 20th anniversary of the return of the island of Okinawa to Japan. He will also hold discussions with the Japanese government.

Mickey Rooney has been married eight times in his 71 years, but has now confessed that his greatest love was Judy Garland, his co-star in many 1940s musicals. "There was no love greater in my life than my love for Judy Garland," he said in a television interview. "She was 'my girl' and in my heart, we belonged together."

Terry Waite has signed a contract for his autobiography. The book, to be called *Taken on Trust*, will cover his life from childhood through to his debriefing at RAF Lyneham after 1,763 days as a hostage, according to Hodder & Stoughton, the publishers.

The Duke of Edinburgh has asked Brazil's leading industrialists for funds to conserve the environment. The duke, who is on a tour of the country in his capacity as president of the World Wildlife Fund, said: "We have made such a mess in Europe that we are very anxious that the rest of the world should not make the same mistakes again."

Arnold Schwarzenegger is to appear in a third series of Japanese commercials with

On March 29th surprise her with a card from WH Smith.



There's more to discover at WHSMITH.

RESULTS OF TUESDAY'S PRIMARIES

ILLINOIS (98% precincts)	
Clinton	755,405 votes (51%)
Tsongas	379,726 votes (25%)
Brown	215,953 votes (15%)
REPUBLICANS	
Bush	833,337 votes (76%)
Buchanan	185,149 votes (22%)
MICHIGAN (95% precincts)	
Clinton	266,120 votes (49%)
Brown	147,193 votes (27%)
Tsongas	96,609 votes (18%)
REPUBLICANS (91% precincts)	
Bush	288,656 votes (67%)
Buchanan	108,733 votes (25%)
Duke	10,833 votes (3%)
TOTALS	
Provisional new delegate totals (No. delegates won on Tuesday)	
DEMOCRATS	
(2,145 secure nomination)	
Clinton	944 (178)
Tsongas	432 (88)
Brown	130 (49)
REPUBLICANS	
(1,105 secure nomination)	
Bush	711 (161)
Buchanan	46 (9)
Duke	0 (0)

Buchanan calls off anti-Bush attacks

FROM PETER STOTHARD, US EDITOR, IN WASHINGTON

PATRICK Buchanan yesterday called off his bitter three-month war against President Bush. The decision followed poor results in Tuesday's Michigan and Illinois primaries and means an end to the personal "attack advertisements" on the president and his staff.

Aides to Mr Buchanan said, however, that the campaign itself would not be abandoned and would be used to project a more positive conservative picture for the future. The decision reflects an intense debate in the Buchanan camp about how to build national popular support without alienat-

tacks on his ownership of a German car.

In Illinois, where Mr Buchanan campaigned little and his chances were always poor, he scored only three points lower than in Michigan. This suggested that his current level of support from discontented Republicans was not going to be raised by his current methods. A new set of speeches, focusing on ideas for the future rather than on Mr Bush's past failures, is expected in the coming days.

The president said yesterday that he felt "virtually assured" of the nomination. After winning 76 per cent in Illinois and 67 per cent in Michigan, the president said that in a second term he would "reinvent our schools, transform welfare and health care and change America as we changed the world".

White House aides expressed quiet satisfaction that their November campaign would no longer be weakened by "guerrilla raids from the right". There was, however, a "wait-and-see" approach to the challenger who has so irritated them since New Hampshire. There was continuing nervousness that any Buchanan campaign in California, "however positive", could damage the president's chances.

Tuesday's results in Illinois also raised Republican hopes of winning an unexpected Senate seat. The primary defeat of Senator Alan Dixon, the veteran Democrat, by Carol Braun, a local black activist, increases the chance that the Republican Richard Williamson will win the seat.



ing the powerful Republican establishment which will be needed for the next presidential race in 1996.

Mr Buchanan won only 25 per cent of the Republican primary vote in Michigan, a state whose angry Democrat-registered car workers he had hoped to encourage to switch parties and rally to his cause. Instead the protest vote appeared to maintain its party loyalty, with Democrats choosing Jerry Brown, the former California governor.

The Buchanan campaign in Michigan never recovered from White House at-

The South African referendum: de Klerk celebrates a landslide victory

'Today we have closed the book on apartheid'

FROM GAVIN BELL
IN CAPE TOWN

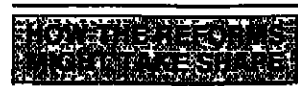
THE massive white vote in favour of reform has boosted prospects of South Africa's first multiracial government being installed by the end of the year.

"Today we have closed the book on apartheid," Mr de Klerk told supporters in Cape Town yesterday. "Today we have written in our history the fundamental turning point."

Shortly before the referendum, a key working group at the Convention for a Democratic South Africa (Codessa), the multiparty negotiating forum, agreed on the need to form an interim government pending the drafting of a new constitution. This initiative, which was threatened by a white veto to reform, will now proceed subject to the endorsement of party leaders. Sources at Codessa say they are working towards a formal agreement at its next plenary session, due to be held at the end of next month.

Both the ruling National party and the African National Congress have expressed hope that a multiparty executive, drawn from the 19 parties represented at Codessa, will be in place within a few months. The mechanics have still to be worked out, but essentially the proposed interim government council, with various joint commissions, would act in a supervisory role over the present cabinet and tri-cameral parliament, from which blacks are excluded.

The Codessa sources said



□ June 1992: Interim council established; electoral and media commissions set up; four multiparty committees (foreign affairs, security, budget and local government) take over government.

□ June 1993: Elections held for single parliamentary chamber consisting of both constituent assembly and interim legislature on the basis of proportional representation; assembly decisions would require two-thirds majority, those of legislature "sufficient consensus". While assembly draws up constitution, legislature would attend to government matters; interim council gives way to elected cabinet drawn from constituent assembly.

□ June 1994: New constitution finalised. General agreement that coalition politics should continue for unspecified period within framework of government of national unity.

the referendum result would also encourage progress towards the resolution of other issues, such as a new legislature and a constitution-making body. Differences remain between the National party and the ANC on who should draft the constitution, but the sources said that there appeared to be room for manoeuvre and compromise on both sides.

If, as some Codessa sources suggest, the interim council is established as early as June, the first general election could be held a year later, and a new constitution finalised a year after that.

A more immediate result of the white poll may be a formal split in the Conservative party, hitherto implacably opposed to the reform process. Several of the more pragmatic figures in the party have made no secret of their desire to join the negotiations, subject to certain conditions, and the overwhelming vote in favour of reform has strengthened their hand.

As Codessa gathers momentum, the danger of being left out in the cold is expected to prompt the pragmatists to try for the best deal they can get for right-wing whites at the

negotiating table. The die-hard remnants of the party may then be forced into collusion with extremist elements, led by the neo-Nazi Afrikaner Resistance movement (AWB).

A notable feature of the referendum campaign was the emergence of the AWB into the mainstream of the right as a standard-bearer of Afrikaner nationalism. The concern now is that these extremists will be driven to violent resistance of the reform process. So far, they have confined their opposition to sporadic bomb attacks which have caused considerable damage to newly multi-racial schools and municipal buildings, but with their backs to the wall, the fear is that they may now escalate their clandestine offensive.

The good news on the international front is that remaining financial and investment sanctions are likely to fall away. The proclamation of the interim government council will provide the signal for the United States to open the way for South African loans from the International Monetary Fund and the World Bank.

Early applications for membership of the United Nations General Assembly, the Organisation of African Unity, the Commonwealth, and the Non-Aligned Movement are likely to receive priority. All four have observer status at Codessa.

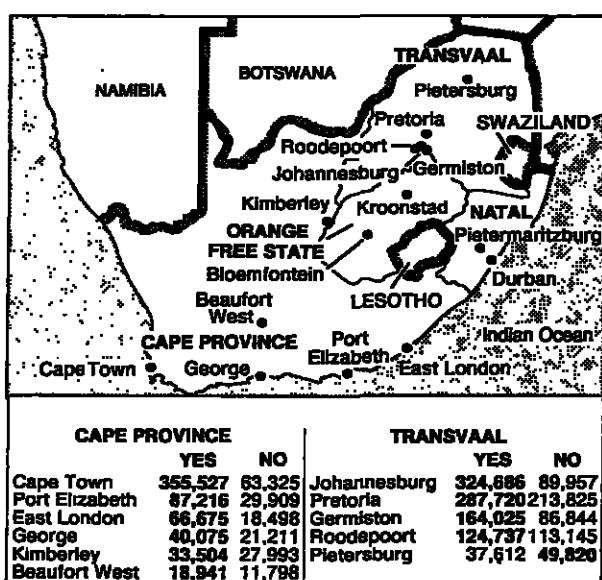
The Commonwealth secretary-general, Chief Emeke Anyaoku, yesterday welcomed President de Klerk's referendum victory for political reform. "It is a vote of confidence in a non-racial future," Chief Anyaoku, leader of the association of 50 nations that grew out of the old British Empire, said in a statement.

"We must hope that with such a convincing referendum result the people of South Africa will never again want to vote along racially divided lines," he said.

South Africa's referendum was aimed at winning a mandate from whites for Mr de Klerk to continue talks on power-sharing with the country's black majority.

De Klerk's triumph, page 1
After the vote, page 20
Leading article, page 21
Market debut, page 27

HOW WHITE SOUTH AFRICA VOTED



Birthday party: President de Klerk, 56 yesterday, acknowledging the cheers of the crowd outside his official residence in Cape Town before announcing an overwhelming "yes" vote in the whites-only referendum on whether to continue South Africa's reforms

Afrikaner resistance leader ominously silent

As the world rejoiced over President de Klerk's referendum win, the man who could still wreck his reform dream kept his own counsel, David Watts writes



Treurnicht: call for home guard units

order into its own hands. They will restore law and order. They will fight for it and keep their land."

Even among university students, a high percentage are willing physically to resist a black government. In a study by the Institute for a Democratic Alternative in South Africa, only 8 per cent of Afrikaners would accept an ANC government; 32 per cent would emigrate for political reasons, and 44 per cent would resist.

Anglophone whites may flee to the Sussex Downs should things get difficult, but for the likes of Mr Terre Blanche there is nowhere else to go. In the *Journal of Modern African Studies*, Brian M. du Toit, a South African

academic, reports hearing in the northern Transvaal the growled epithet: "Rather weak (dead) than black."

Scratch even a moderate Afrikaner and the fundamentalist fanaticism is often revealed. Andries Treurnicht, the right-wing Conservative party leader, told a party congress that home guard units needed to be formed to protect whites against rising lawlessness. The explosion of violence around the country, he said, was only a small forerunner of what would happen if negotiation continued.

"Black majority-rule government must come," he said yesterday. "But the struggle for freedom and survival is now continuing with even greater earnestness than be-

fore." In a moment of rare emotion he added, in the words of Paul Kruger, the 19th-century Afrikaner leader: "The future belongs to us."

He said the country's 12 black tribes would eventually turn against the non-racial state that Mr de Klerk is negotiating. "The talks' basis of negotiation and its aim of a unitary state with one central government is a recipe for clashes and power struggles," he said. But he dismissed speculation that his party could split into a hardline faction opposed to negotiations and a relatively liberal wing favouring talks with blacks about limited reform. "I will never enter talks where I have to beg for my freedom from Nelson Mandela [president of the African National Congress]," he said.

Many right-wing Afrikaners see Orania-style larger settlements as their only way out. There they would return to surviving on the land. At Orania the sight of a white man working his own ground and determined to free himself not only from the possibility of rule by blacks but dependence on black labour is becoming increasingly common. Thus history, with a new isolationist Afrikaner, state could come full circle.

● Johannesburg: Fourteen blacks were killed in South African townships in the past 24 hours. The killings took to at least 230 the number of people killed in the three-week referendum campaign period.

Police said that in Karlehung, east of Johannesburg, they found the bodies of three black men thrown from trains. They reported six other deaths in the Johannesburg area, including that of a man in Soweto who had been "necklaced" with a burning tyre around his neck. Five bodies were found in townships in Natal.

About 11,000 people have died in black battles for political supremacy in South African townships since January 1987. Most of the fighting has pitted supporters of the ANC against those of the Zulu-based Inkatha Freedom party. Left-wing groups have said that the state of violence ahead of Tuesday's poll was intended to scare whites into voting "no". (Reuters)

Mandela insists sanctions must remain

FROM OUR CORRESPONDENT IN JOHANNESBURG

NELSON Mandela, the African National Congress president, yesterday refused to call for any lifting of remaining sanctions on South Africa despite whites voting overwhelmingly for reform in Tuesday's referendum.

He also ruled out disbanding Umkhonto we Sizwe, the armed wing of the ANC. He said the ANC would only accept a merger of its fighters with white defence forces.

Key sanctions still in place include the banning of loans from the International Monetary Fund and the World Bank. Mr Mandela said the ANC was adamant these sanctions would remain until the creation of a multiracial interim government to manage the transition to a new

non-racial democracy. "Our position is that sanctions should not be lifted until an interim government of national unity has been installed," Mr Mandela said. "In spite of the exciting result of the referendum, which we welcome, we are still very far from introducing an interim government. Therefore, in our view, sanctions should remain in place."

Mr Mandela said there was no ANC army operating inside the country. It was only training in other African countries, so this was not an issue within South Africa. As for so-called ANC defence units, there was also no question of calling on them to disband. He said that, while the government was refusing

to use its influence to end the violence in black townships, it would be political suicide to ask ANC supporters to disarm themselves. "We are not prepared to commit suicide," he said.

"We never voted for this regime. As far as we are concerned, it is illegitimate. Therefore, we regard the South African Defence Force as a private army of the National party," Mr Mandela said. "To that extent it is in the same position as Umkhonto we Sizwe. Really, all these armies should unite. That we support."

Mr Mandela rejected suggestions that President de Klerk had a better chance of controlling his security forces because of the referendum

result. He said Mr de Klerk always had that capacity.

Offering assurances to whites, Mr Mandela called on them to support fully the negotiation process towards full democracy. The ANC, he emphasised, did not demand a black government, but a majority government run by the political party supported by a majority of votes in a general election.

The extremist black Pan Africanist Congress said the referendum result would not change its position on refusing to join negotiations aimed at creating a non-racial constitution. However, Barney Desai, a PAC spokesman, said the result was a sign of a peaceful resolution of South Africa's problems.

UN demands Iraq destroys weapons

THE United Nations is demanding that Iraq agrees in the coming days to the destruction of crucial weapons-making plant and equipment. Diplomats say that the UN special commission charged with dismantling Iraq has asked Baghdad to prepare a detailed plan for destroying Scud missile-making equipment. The regime has previously refused.

The International Atomic Energy Agency in Vienna is also drawing up a list of facilities it wants destroyed at al-Atheer, Iraq's main nuclear weapons installation. UN officials, although they have not set a deadline for Iraqi compliance, say they expect Baghdad to present its plan for destroying the Scud-making equipment by March 29 when a UN team is due to leave the country. The list of facilities to be destroyed at al-Atheer is to be handed to Iraq next week, and diplomats said Baghdad's answer would then be sought "within days".

Failure by Iraq to co-operate with either set of demands could provoke an allied military strike to force compliance with the terms of the UN ceasefire. Britain and America have given warning of

Britain and America are considering military action but, report James Bone in New York and Christopher Walker in Cairo, Arab opposition could be crucial

military action in recent weeks as the UN effort to eliminate Iraq's weapons of mass destruction reaches a crucial stage — the dismantling of "dual-use" facilities.

Two of the leading Arab allies in the Gulf war coalition against Iraq yesterday declared strong public opposition to the use of renewed force against Iraq. Western sources said that the stand by President Mubarak of Egypt, and President Assad of Syria, at a press conference in Cairo, had restricted the chances of attacks against military targets.

"It would be hard for the allies to go ahead in the face of such opposition from Arab countries they previously relied on," said one European envoy. "This appears an attempt to pull the carpet on those hawks in Washington and London wanting fresh action."

Rumours that Britain and America had made plans for

renewed bombing and missile attacks were fuelled by the dispatch of the aircraft carrier USS America to the Gulf at the head of a new naval battle group and the arrival in Turkey yesterday of Admiral David Jeremiah, vice-chairman of US joint chiefs of staff, on a visit which will include trips to the Turkish US air base at Incirlik.

President Assad, one of President Saddam's leading Arab foes, said: "We are not prepared to support military action against Iraq in the light of the present situation. It does not need the use of military force, especially since Iraq assures that it is committed to the UN resolutions."

The aim of the war had been to force Iraq troops to end their occupation of Kuwait and this had been achieved. A new UN team is due in Baghdad at the weekend and their reception is considered crucial.

Tariq Aziz, the Iraqi deputy

prime minister, travelled to UN headquarters in New York last week to try to defuse the growing tension by promising to co-operate with UN plans. But the security council decided to measure his words by his government's deeds and see whether Iraq stops obstructing UN efforts to destroy its weapons facilities.

Iraq has ignored two previous deadlines for the destruction of Scud-making facilities at several sites around Baghdad, saying they could be converted to civilian or permitted military uses. But Western diplomatic sources describe the dismantling of al-Atheer as the "real test" of Iraq's willingness to comply with UN resolutions.

Under US pressure, the atomic energy agency is likely to seek the destruction of buildings as well as equipment at the site, located 40 miles south of Baghdad, which largely escaped bombing during the Gulf war. "Al-Atheer is the more important of the two," said one Western diplomat. "It's much bigger. It's more controversial. There are more dual-use things, like buildings."

Old Soviet Aids myth exposed

BY NICK NUTTALL

ONE of the more outlandish theories on the origin of the Aids virus was finally demolished yesterday in the bright light of openness which has swept through the secret service corridors of the former Soviet Union.

In echoes of John Le Carré's *Smiley's People*, Yevgeny Primakov, head of Russia's foreign intelligence service, told students at the Moscow State Institute of Foreign Relations, that the KGB planted stories in the late 1980s which alleged that the HIV virus was the result of a Pentagon experiment. This disinformation was part of a plan to link all the evils of the world with America.

Broadcasts were also made from Moscow in English and Turkish warning of Aids epidemics near US bases. Mr Primakov said that American intelligence officers swiftly counteracted by leaking so-called evidence that the KGB masterminded the attempted assassination of the Pope in 1981.

Hotel queen's tearful appeal fails to save her from jail

FROM CHARLES BREMNER IN NEW YORK

LEONA Helmsley, the self-styled "queen" of the New York hotel business, was ordered yesterday to start a four-year prison sentence for tax fraud after she failed in a tearful plea to win leniency from an appeal judge.

A figure reviled in local headlines as "The Queen of Mean", Helmsley, aged 71, was convicted and sentenced two years ago but had won a stay on appeal while the courts reviewed her health and her claim that prison would amount to a death sentence for her ailing husband, Harry, aged 83, who built a property empire that includes the Empire State Building, office towers and several of New York's best-known hotels. "He has no body in this world who can care for him," Helmsley said yesterday through sobs.

Ordering her to report to a federal prison on April 15, the judge sided with prosecutors who said that Helmsley was not in grave ill



Helmsley: a four-year sentence for tax fraud

health, as she claimed. In her appeal, Alan Dershowitz, her lawyer, said Helmsley had suffered "two or three recent strokes". Helmsley's role as the "wicked witch of the West",

as one magazine called her, sprang from the imperious figure which she cut in her advertisements. In these, she castigated hotel employees who failed to live up to the perfection she demanded, such as two fluffy towels for every guest and symmetrically drawn curtains.

Witnesses at her trial claimed she lived in Marie-Antoinette-style excess while tyrannising staff. Her alleged remark to a maid that "only the little people pay taxes" has gone down in New York folklore as the epitome of all that was wrong in the greedy 1980s.

Since Helmsley's conviction, she has won some sympathy with her argument that, although her unpaid taxes amounted to millions, this represented only a fraction of 1 per cent of all the taxes that her business had paid over the years in question. Many Americans are said to underestimate their taxes to the same degree.

Communist legacy adds bile to Moldavia's politics of division



Smirnov: able to ignore changes in Moscow

POLITICS in Moldavia, although often presented as a simple inter-ethnic clash between a long suppressed Romanian-speaking majority and the formerly dominant Russian or Slav minority, are bitterly complicated by the legacy of communism.

Just as militant pro-Soviet hardline communist forces organised themselves to resist demands for democracy and independence in the Baltic republics in the late 1980s, so the same sort of people tried to frustrate the changes set in train after the overthrow of the old-style communist leaders in Moldavia in late 1989.

Unlike other parts of the Soviet Union, the hardliners found fertile ground for their resistance to change.

On the east bank of the

An apparently straightforward and intensifying ethnic conflict has been bolstered by five decades of Soviet repression, Mark Almond writes

Dniestr river, the existence of a Slav majority who might fear incorporation into Romania coincided not only with the concentration of the bulk of Moldavia's heavy industry and electricity power-generating capacity but also with the key bases of the Soviet army in the republic.

Backed by the commandments of the local Soviet armed forces, even after the failure of last August's coup, the leader of the separatist autonomous Soviet socialist republic of Moldavia, Igor Smirnov, has

been able to ignore the dramatic changes in Moscow. Lenin's portrait still dominates all the public buildings in his capital, Tiraspol, and many of his aides are continuing to sport hammer-and-sickle badges.

However, without foolish actions by the democratically elected Moldavian government, nostalgia for a Soviet past would not have even the limited popular base it has achieved among the non-Romanians. In addition to the predominantly Russian and

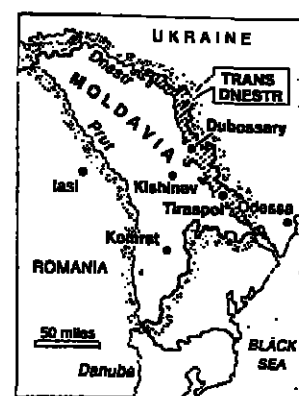
Ukrainian population of the Transdniestria republic, the Russian-speaking but ethnically Turkish Gagauz people have proclaimed their own autonomous republic in the south of Moldavia around the town of Komrat. Although most of the violence has been in the east of Moldavia so far, the gun-toting Gagauz give every impression of being serious about their decision to break away from Moldavia.

Although many Moldavian police officers are Russians or Ukrainians, everywhere non-Romanians expect the same basic complaint against the republic's authorities: they are disadvantaged by the introduction of Romanian as a state language.

After almost five decades of forced russification, the Ro-

manian-speaking majority celebrated the introduction of democracy by passing a language law which requires all state officials to master Romanian as well as Russian by 1996. Whereas all Romanians speak Russian, few non-Romanians speak Romanian, and fewer still have much inclination after a day's work and a few hours' queueing for life's essentials to settle down to learn their irregular verbs or the Latin alphabet.

The language issue has provided fertile ground for Mr Smirnov's agitation. At the same time, his autonomous republic on the east bank of the Dniestr has become the last refuge of many of the Soviet Union's lost causes. Even Boris Gromov, the deputy head of the Com-



monwealth of Independent States' armed forces, has paid a courtesy call on Mr Smirnov while snubbing Mircea Snegur, the president of Moldavia.

Despite President Snegur's opposition to reunion with Romania which would put

him out of a job and justify all the fears of the Slav third of Moldavia's population, the reality of the relative weakness of the Moldavian authorities' firepower has strengthened the hand of Mr Snegur's rival, Mircea Druk, who demands Moldavia's incorporation into "Great Romania" now.

Romania's own economic difficulties, complicated by the forthcoming general election, produce a situation favourable to nationalist rhetoric there too.

Mark Almond of Oriel College, Oxford, recently visited Moldavia, including Dniestr, with the British Helsinki Group, whose report is available from 22 St Margaret's Road, Oxford, OX2 6RX.

Ukraine 'to resume nuclear transfers'

FROM ROBERT SEELY IN KIEV

REPORTS from Moscow claimed yesterday that Ukraine had back-pedalled from its decision to suspend the transfer of tactical nuclear weapons to Russia.

The Interfax and Tass news agencies claimed that, in a telephone conversation between President Kravchuk of Ukraine and President Yeltsin of Russia, Mr Kravchuk consented to resume the shipment of warheads to the Russian Federation. Reuter reported that the Ukrainian leader had agreed on Monday to continue to dispatch the warheads. No announcement was made by Mr Kravchuk's office, or the Kiev government.

Last week he banned the shipment, claiming that the warheads were not being destroyed as agreed. Senior officials in Mr Kravchuk's office denied any knowledge

of the alleged change and expressed surprise at the news agencies' claim, adding that any official announcement to resume the shipment would be issued only after agreement at the summit of the Commonwealth of Independent States tomorrow.

Kirgizia said yesterday it plans to sell its uranium reserves under the strict supervision of the International Atomic Energy Agency to any countries not considered "undesirable" by the UN.

Ukraine will present a proposal to leaders of the commonwealth whereby officials will monitor the dismantling of all its warheads in Russia in lieu of Moscow's refusal to allow international observers to oversee their destruction. The Kiev summit will be dominated by questions on the division of the former Soviet Union's military as-

sets. President Kravchuk is believed to have stated that, although the transfer of nuclear weapons had been suspended, Ukraine would, as has been consistently stated, be rid of all tactical nuclear weapons by July 1, in the hope that an agreement with Russia could be found.

Yesterday in Kiev, Major-General Bashkurov, commander of the Ukrainian base 106 strategic bomber division, said that all aircraft at the base had been placed under a state of "rigid control" to stop commonwealth commanders attempting to order the planes back to Russia. More than half the troops stationed at the base, which falls under commonwealth strategic command, have taken an oath of allegiance to Ukraine after a row between Kiev and Moscow in March. Instructions are accepted from the commonwealth command, the general said, only when they do not contradict Ukrainian defence ministry orders.

In Brussels, a Nato spokesman said Ukraine has told the alliance that it would stick by a previous commitment to move all tactical nuclear weapons to Russia by July, despite announcing last week that it would suspend the transfer. The spokesman said Manfred Wörner, the Nato secretary-general, had received a letter from Anatoli Zlenko, the Ukrainian foreign minister, confirming that Kiev would complete the transfer by July.

Envoys from the 16 Nato nations discussed the issue at their weekly meeting yesterday. The West has insisted that nuclear weapons in the former Soviet arsenal of some 30,000 warheads should stay under tight central control. Yerevan Leaders of Azerbaijan and Armenia have scrapped proposed peace talks this week, casting doubt on prospects for settling the Nagorno-Karabakh conflict, an Armenian spokesman, the head of President Ter-Petrosyan's office said yesterday. "Armenia is being held under blockade by Azerbaijan and under these conditions it is not the right time for a meeting," Chahen Karamanulyan said. Mr Ter-Petrosyan and Acting President Mamedov of Azerbaijan, were to have met today before the Kiev summit of leaders of the commonwealth.

A series of domestic and international attempts to end the conflict over Nagorno-Karabakh has ended in failure. But efforts are continuing and Iran still hopes its latest initiative will bear fruit. At least 1,500 people have been killed in the four years of fighting in the region. (Reuters)



Poverty line: Rosa Tsorgisyan, an elderly Armenian woman, cking out an existence in the ruins of her home in Leninakan, destroyed in December 1989 by the earthquake which killed 17,000 people. Although the

tragedy attracted a worldwide relief effort, little has been done since then to reconstruct the town. Dwellings for most of the homeless consist of tiny corrugated iron shacks without electricity or running water, erected

in muddy lots beside the rubble of their homes. Officials are blaming the lack of progress mostly on Armenia's conflict with Azerbaijan, which has led to a blockade of shipments of raw materials. (AFP)

Stalin's exiles return to homelands

FROM JASPER BECKER IN ALMA-ATA

A GREAT migration is under way in Central Asia. The punished peoples which Stalin exiled to the steppes and desert of Kazakhstan 50 years ago are going home. Millions of ethnic Germans, Greeks, Koreans, Chechens and others are selling their homes and packing their bags.

Each year 150,000 ethnic Germans are leaving Kazakhstan and in their place hordes of Kazakhs are arriving from Russia, China, Mongolia or Uzbekistan. Some 30,000 Kazakhs have already arrived from Mongolia and the Alma Ata government hopes some two million Kazakhs will eventually arrive so that they will once more be a majority in their homeland.

Stalin had turned Kazakhstan, a republic five times the size of France, into a vast Gulag. More than one million Germans who had lived in the Volga region for generations were brought here in 1941 and suffered severe



hardships in penal labour camps. Others followed, such as the Pontic Greeks from the Black Sea, whom Stalin accused of co-operating with the Nazi invasion.

After Stalin's death, they were released and dispersed in Kazakhstan. Khrushchev and Brezhnev hoped to create a new race, the Soviet people. The children of the exiles intermarried and were educated only in Russian.

For many, such as Heinz Erwin Pfeiffer, a retired professor of German, the choice of whether to go or to stay is painful. "My son married a Russian and their children, like those of other Germans, can only speak Russian and

think of the Soviet Union as their home," he said. "But what can we do if we want to rescue our identity?"

Like many ethnic Germans, Herr Pfeiffer had hoped to move to a recreated German autonomous district on the Volga, but Moscow has turned down this proposal. Instead, President Yeltsin of Russia has offered the Germans a site of 3,050 square miles, which was once a missile testing ground. President Kravchenko of Ukraine is prepared to welcome the ethnic Germans and give them good agricultural land, but no autonomy. The local authorities in the Volga have also made it clear that the Germans would not be welcomed back. He is now waiting until June when his grandchildren finish the school year before arranging to emigrate to Germany.

Robert Weimer, a retired economist, aged 67, has applied to leave, although neither he nor his wife can manage more than broken German. "I never thought of leaving, but now the USSR has col-

lapsed my last ties have been broken," he said. "All my life I believed in the motherland and worked hard. Now the Kazakhs look at me as if I were a foreigner."

"All the Germans are leaving too. It's a matter of soul," said Spiridon Kosmeridy, an architect and a leader of the Greek community. "I consider myself a political refugee," said Mr Kosmeridy. Stalin moved 150,000 Greeks to Kazakhstan. Many have already left, although Athens is providing the new arrivals with little financial help.

From next year, the ethnic Germans will find it easier to emigrate. Hitherto it was necessary to have an invitation from a relative living in Germany, but after 1993 this will no longer apply. "I predict there will be an avalanche," Herr Pfeiffer said.

Brussels dodges farm fight

Brussels: Drastic reform of the European Community's expensive common agricultural policy was pushed further away yesterday as the Commission decided to dodge its next fight with the Community's farm ministers (George Brock writes).

The Commission announced that fixed prices and subsidies would be continued almost unchanged into 1993 — a price freeze which will infuriate farmers and disappoint the EC's trading partners. It leaves British farmers with guaranteed prices raised by one percentage point, and marks a retreat from the aggressive reformist signals which Ray MacSharry, the farm commissioner, was sending out only a few weeks ago. He had indicated that the commission would propose deep price cuts.

Mr MacSharry said yesterday that "rolling over" last year's prices was not a retreat but rather an acknowledgement that real reform was in prospect. Cereal farmers, he added, faced price cuts over the next year which could total as much as 11 per cent.

Youth group on rampage

Paris: Riot police charged thousands of demonstrators who were marching against the extreme-right National Front at the Place de la Bastille, clashing with police after a breakaway group of left-wing militants went on the rampage.

The group, of Revolutionary Communist Youth, overturned cars, broke shop windows and set dustbins alight. They also attacked photographers and television crews with tear gas and bottles, witnesses said, but were forced to abandon the square when the police charged. (AP)

Bosnia deal

Belgrade: Bosnia-Herzegovina looked set for international recognition without the threat of civil war after its Serb, Croat and Muslim leaders agreed that it will become independent but will be divided into ethnic units.

Finland plan

Helsinki: President Koivisto has signed Finland's application to join the European Community after the eduskunta (parliament) endorsed EC integration by an overwhelming majority.

Stone walls do a prison make

FROM ANNE MCELVOY IN TIRANA

LIKE most public buildings in Tirana, this one looked like a prison from the outside, an impression not much altered by the stench of inadequate plumbing within, the walls of babies echoing down the dimly lit corridors and the kneeling women, their resigned heads bent over steaming bowls of water boiled for washing in a kitchen shared by 13 families.

The squalor is reminiscent of Albania's notorious internment camps. The residents are political prisoners released since the fall of the regime without homes or jobs to go to.

Albania was the most draconian of the Eastern bloc countries in its persecution of dissidents, exiling not only them but their families to remote internment camps



and confiscating their flats so that a return to normal life was effectively impossible.

In 1991 the new government released several thousand but lacked the means to accord them the compensation they deserved. The Association of the Politically Persecuted, set up then to lobby for their interests, is paralysed by splits between those condemned for opposing the regime for ideological reasons and those banished for internal party opposition to Enver Hoxha, the dictator then in power.

The former communist party school in Tirana has been converted into dormitory accommodation for 100 families of those returned from political exile. Small children play in pools of infected water in the bathrooms and kitchens. The windows and corridors are filthy and the only sign of the building's former inhabitants is a plaque announcing that the ultimate victory belongs to the proletariat.

Zhomete Ogaemjeje, a handsome woman with flashing brown eyes, shares a tiny room containing two beds and a table with her two teenage children. Mrs Ogaemjeje is a poet whose works have been published here only in the past year. "A late harvest," she said, proudly

showing off one of her works in a Tirana magazine.

In 1964, while teaching at a school in a remote village, she wrote two poems about rural poverty and the hardship of women's lives and sent them to Hoxha. "In those days I was a little naïve," she said. "I thought that Hoxha would be shocked to hear how bad things were in the countryside and do something about it." There was no response, but a secret police file was opened on her and she was put under constant surveillance.

After trying to publish more of her poetry in 1966 she was sentenced to ten years imprisonment for "attempting to overthrow the dictatorship of the proletariat". Released four years later, she was sent to work in the fields. "It was a rather silly choice on their part," she said. "That way I came even closer to the desperate conditions in which our peasants lived and I could not make myself be silent about what I saw."

Her marriage broke up when she found her husband had informed on her to the secret police and she spent the next 11 years in and out of institutions. When the regime was overthrown it was "like a redemption here on earth". She has only 600 leks (£8.65) a month on which to support her family, and has little hope of finding a flat or work. Like most other residents of the hostel, she has little faith in the parties running in Sunday's election.

Kalashnikovs on menu at Georgia truce feast

FROM ANATOL LIEVEN IN ZUGDIDI

THE banquet sealing the truce between the provisional Georgian government and the rebels in Zugdidi this week was the highly charged sort at which things could go badly wrong. As we feasted, my eyes were constantly drawn to the Kalashnikovs propped against the wall or slung casually over chairs. Only a few hours earlier their owners would have used them on each other if negotiations had faltered.

The feast in Georgia is not just a central part of the national tradition and self-image: it has always played a vital practical role in smoothing over conflicts, and in maintaining at least the impression of concord.

This was apparent in Zugdidi. The circumstances were hardly propitious: it

was after 1.00am, and the two sides were exhausted after seven hours of noisy and often bitter exchanges.

The agreement finally reached, giving the rebels effective control of the Mingrelia region, is makeshift and may well prove unworkable. Even the fact that all the participants were known to each other could as easily have led to personal recriminations, even duels, as to reconciliation.

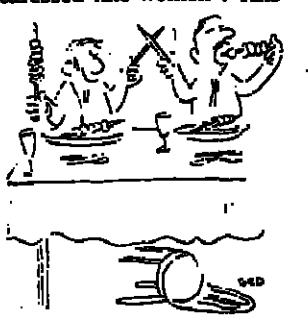
The house where the negotiations took place and where we are belongs to a middle-class family. Despite the country's impoverishment and the fact that the town is under virtual siege, they produced among other dishes a sucking-pig rubbed with herbs that could have graced the finest restau-

rants in the West, a spinach mousse of surpassing delicacy, and a dozen bottles of excellent wine. The quality of the food contrasted oddly with the ugly purely Soviet-style dining room. Most important, though, are the rules of the feast, regulated by the *tamada*.

Sometimes translated as "toastmaster", the *tamada* is much more. Georgian legend tells of *tamadars* resolving conflicts and advising kings, and the feast at Zugdidi may add another legend to the list.

A few hours before, in the next room, people had listened as a local father claimed that his daughter had been killed by those same bandits. If this subject did not surface again during

the dinner, one reason was that the *tamada* kept tight control, summing up his approach by saying that "here, men sometimes need to be caressed like women". This



was a reference to the fact that Georgians have a prickly sense of honour and "face", which has to be smoothed and flattered if conflict is to be avoided. In this the feast plays its role.

He also said that "in Georgia, personal relationships are all-important".

In fact, close personal networks are at the heart of politics and business here, networks originally based on old tribal allegiances. The feast symbolises them.

But there are only so many people you can invite to the feast, and the uninvited will be insulted, and one day they will have their revenge.

Back in Tbilisi, Eduard Shevardnadze, the former Soviet foreign minister and now Georgian leader, promised to restore the government of President Gamsakhurdia if a commission of enquiry finds that he was wrongfully toppled.

Leading article, page 21

\$1,000,000 REWARD

Two years have passed since the March 18, 1990 theft of valuable art works from the Isabella Stewart Gardner Museum. Therefore, the museum is offering a \$1,000,000 reward for information leading to the successful recovery of the stolen art.

Any and all information should be directed to the museum at +1 (617) 742-6229 (10:00 a.m. - 3:00 p.m. EST, Monday-Friday) or through the museum's P.O. Box #8361, Boston, MA 02114, USA.

Chorus of approval

Rachel Kelly on how she discovered opera at the Coliseum

My knowledge of opera as a teenager was confined to the pages of *Titanic*. Soprano, I believed, resembled Madame Castafiore, their bosoms heaving as they belted out "The Jewel Song" from *Faust* at the slightest provocation.

Then aged 15 I was taken to the Coliseum by my parents. My visit to Jonathan Miller's production of *Rigoletto* inspired a passion for opera and a loyalty to English National Opera for first opening the door into the garden of operatic delights. How welcome that ENO's future is now assured thanks to a £12.8 million government grant to buy its home from Stoll Moss Theatres.

The building did not disappoint, from its enormous tower with its figures representing art, music, science and architecture topped by a revolving globe, to its heavy oak and glass doors, which made me feel terribly important, to the gold decorated alabaster of the auditorium, and the scarlet seats and carpets. It dwarfed any theatre I had seen before.

But for me the overwhelming revelation was the emotional power of opera. The duke's rendition of *Caro nome* to Gilda made the hairs on the back of my neck bristle, and I can still remember the frisson when Rigoletto hears *La donna è mobile* and knows the duke is not dead.

For all the operatic triumphs of ENO, opera is a relative newcomer in the Coliseum's 87-year history. The building, conceived by the great theatre-manager Oswald Stoll and designed by Frank Matcham, opened its doors in 1904 as a variety hall able to stage grand spectacles. Audiences were wooed with the promise of "waiting rooms, with the free use of telephones and shorthand typists". There was a triple electric revolving stage capable of moving at twenty miles an hour. One of the first acts to appear there was the famous Derby sketch in which real horses and jockeys raced against the revolving stage.

While Stoll provided such spectacles in plenty, he shunned the ribaldry favoured by many music hall stars. "Coarseness and vulgarity are not allowed at the Coliseum", read the advertisement in *The Stage Year-book*. Artists were greeted at the stage door by the sign "Please do not use strong language". However, when it seemed the theatre might fall from the dullness of its shows, Stoll engaged some of the most outrageous names of music hall, plus animal acts, jugglers and curiosities such as "The Tallest Pianist in the World: 7ft 11in".

In 1961 the building closed to live theatre and was leased to MGM for the showing of film epics and later Cinerama. The latter foundered at the same time as the Sadler's Wells Opera was hunting for a new home.

Fortunately it found one. London was therefore saved from another concrete monstrosity. Only a year earlier in March 1967 the Queen Elizabeth Hall opened on the South Bank, followed by the National Theatre in 1976 and the Barbican in 1982. No one disputes the need for the buildings, only the wretchedness of their architecture. In contrast, the Coliseum, stands as a monument to Oswald Stoll's vision as London's grandest theatre, perfectly suited to its current purpose.

Ten years after that first visit, I am a confirmed opera goer. Despite having experienced the joys of opera from La Scala to the Met, I join the thousands of others for whom the Coliseum retains a special place in our hearts — those who first experienced opera in its magnificent auditorium. Real opera lovers go there from an early age. Merchant bankers stick to Covent Garden.

South Africa's president has seen off the right, now he faces a backlash, writes R.W. Johnson

De Klerk turns the tables

The moment of truth in the declaration of the South African referendum results yesterday came with the announcement in the Koonstad region of the Orange Free State (OFS). Dr Andries Treurnicht's Conservative party holds five of the seven parliamentary seats in this region, which had accordingly been expected to deliver a resounding no vote to political reform and continued constitutional negotiation.

In the event Koonstad delivered a narrow 51.5 per cent yes majority. The two other OFS regions of Kimberley (54.5 per cent yes) and Bloemfontein (58.6 per cent yes) quickly followed. Overall the whites of the Orange Free State, the most Conservative of South Africa's four provinces, had given Mr de Klerk an endorsement far more precious than the mere numbers might suggest.

Only a week ago the yes camp was panicked by reports that the no vote was consolidating. Estimates began to be heard of a narrow yes victory of only 52 or 53 per cent. Such a result would have been a disaster for the cause

of reform for with the white population equally split President de Klerk would have lacked real authority in negotiations and would have been reduced to lame duck status. Moreover the unwelcome possibility loomed that the yes vote would carry the day thanks only to large majorities in the Cape, Natal and Johannesburg, with the OFS and Transvaal both voting no.

Such a result would have replicated the old division of the Boer war, with the Uitlanders of Johannesburg, supported by the loyalist Cape and Natal ranged against the old Boer republics. For, ninety years on, this is, not far beneath the surface, still the fundamental fault-line of white politics — and it would be fatal for an Afrikaner politician like Mr de Klerk to find himself on the wrong side of it.

But the referendum has brought to birth a new political alignment, one which could con-

ceivably dominate the next century. Since 1948 South African life has been composed of three warring forces: the Afrikaner nationalist state, English-speaking big business and African nationalism. The struggle between Afrikaner nationalism and big business raged for decades, never achieving more than an uneasy truce, and both these two contenders warred in turn against the third force, African nationalism.

The referendum campaign, however, saw the formation of a quite unprecedented coalition between all three of these forces. President de Klerk, Nelson Mandela and Sir Harry Oppenheimer all called for a yes vote — as did the communist leader, Jo Slovo — and the business community financed the yes campaign in prestigious style.

Here we have an embryonic ruling bloc of enormous strength. It may be that the referendum

will be remembered in future not just for the historic defeat of the white right but for the Disraeli-like way that the old ruling groups smoothly incorporated their erstwhile enemies to the left. If this new composite ruling bloc can stick together it is difficult to see how it can be successfully challenged.

But the white right cannot be written off yet. Mr Treurnicht and his men have been run off the field by a quite brutal media blitz, a unanimously hostile press, a heavily biased broadcast media and a yes campaign which outspent them at least twenty-fold.

The South African cricket team campaigned openly for a yes vote on prime-time television every night, sports lovers were threatened with an immediate pull-out from the cricket World Cup in the event of a no victory, employers warned their workers that a no vote would lose them their jobs and home owners were warned

that property values would plunge. In a last minute campaign the right was depicted on posters as hooded terrorists and bogey men wearing swastikas.

Such were the somewhat dubious means employed to achieve a result unique in Africa — a massive vote by whites to surrender white supremacy. But not all the features of this campaign augur well for the future of South African democracy and one wonders what lessons have been learned by the rising black elites as they watched the manipulation of opinion by state controlled media.

It is hardly surprising that Mr Treurnicht's party is now furiously challenging the fairness of the campaign, and even at the polling booths yesterday one could not but be struck by the sheer defensiveness of the no campaign and the amateurishness of their cheap, often home-made posters: "You're voting yes? One million

lemmings can't be wrong — or can they?" And "One rape every forty seconds — thank you de Klerk".

Conservative party organisers were quick to admit that many of their supporters were embarrassed to admit openly that they were voting no, such was the social pressure to which they were subject, and they had to remind their followers repeatedly that the ballot was secret. For all that Mr Treurnicht's Conservative party mustered almost a third of the white vote. Some, at least, may be willing to fight and die rather than concede.

For the moment, however, the right is demoralised, divided and thoroughly beaten. In just a month since his defeat in the Potchefstroom by-election, Mr de Klerk has turned the tables on his opponents and can now return to constitutional negotiations with renewed authority and confidence. The obstacle of "the last white vote" has been surmounted and the road ahead to the new South Africa is now clear.

The author is a fellow of Magdalen College, Oxford.

Vision of the Brixton boy

The manifestos show convergence on policies but sharply differing goals, says Peter Riddell

WELCOME to post-Thatcherite, post-socialist Britain. Neil Kinnock yesterday casually admitted that the word socialist was "probably" not mentioned in the Labour manifesto, though it was still based on "democratic socialist values", while the Tories managed just the odd perfunctory reference to Margaret Thatcher in their manifesto.

The two manifestos offer a clear choice, but a choice within limited parameters. The election result could matter a lot for the take-home pay of some income groups, but I doubt if it will substantially change Britain's long-term economic performance. The dramatic choices of the past three elections have gone. Such is the apparent convergence that almost no one asked about defence, Europe or the trade unions at yesterday's press conferences.

The Britain of the 1990s will neither go as far towards American capitalism as Mrs Thatcher would have liked nor return to the trade union collectivism of the 1970s. Instead, it will be a managerial Britain as ministers busily sort out problems. There is none of the hands-off spirit which a Nicholas Ridley would prefer. Tory proposals like a department of the national heritage or an urban regeneration agency sound as if they could be from the Labour manifesto.

The choice is partly one of managers. If Labour wins office, there will be an active public sector. Regulators, lawyers, directors of public/private sector quangos, and local authority and health service managers will thrive. If the Tories stay in power, there will be a drive to involve the private sector wherever possible. The managers of independent

RIDDELL ON THE ELECTION

hospital trusts and grant maintained schools, the heads of privatised utilities, and those offering contracted out services will all prosper.

The parties' visions of Britain differ almost more than their policies. In part it is a matter of geography. Looking at the array of ministers and aspiring ministers yesterday, I was reminded how regionally divided British politics has become. Only three of Labour's team of 22 come from southern England, while 17 out of 20 senior ministers do. That contrast is reflected in the parties' priorities. Labour still speaks for the disadvantaged, for those who lost out in the 1980s, while the Tories are the voice of those who, at least until the recession, did well out of the Thatcher years.

The argument over Labour's tax proposals partly reflects that division. Few Labour spokesmen are from constituencies where many people will be hard hit by the removal of the national insurance ceiling, let alone the rise in the top rate of income tax. The election choice is now partly one of region and of class. The Tories have returned to their late 19th-century role as defenders of property, though more widely defined than in Lord Salisbury's heyday — not just those within Hatfield House but also those who have bought their homes outside.

The new version of the Tories as party of property surfaced in Mr Major's return to Coldharbour Lane in Brixton in the first election broadcast last night. His vision is of someone who can

do what he has done who can rise up the ladder, buy a house and shares, benefit from tax cuts and, in time, a legacy from parents, arrange a personal pension and take out private health insurance, while still being able to turn to public services. Mr Major aims, for example, to widen the path to ownership carved out by Mrs Thatcher with several new ideas to extend choice in housing.

Labour's vision looks more to those who are excluded from the mainstream, and who depend on the health service, public housing and state education. For Mr Kinnock, the public sector remains crucial to protect these people and to assist the advance of the upwardly mobile like himself. "The first Kinnock in a thousand years to go to university". Labour may now offer a message of industrial modernisation but it still involves an interventionist state.

The rival manifestos face tests of political and electoral credibility. The Tories say their host of new ideas has been tested and can be met from the spending reserve in future years without

adding to existing plans. Labour has, of course, offered a detailed budget for the coming year, but is vague about how its myriad of aspirations in the manifesto will be financed in later years. Mr Kinnock talked yesterday of accepting both that taxes could not be raised for the huge majority of people and that public borrowing

should conform over time with the European guidelines. There may be some leeway if Labour does not reduce borrowing as much as the Tories hope to do, but the government's current assumptions look optimistic. In practice, there may be little scope to achieve Labour's plans for social security, transport and

health at present tax levels. Electorally, the issue is how far the manifestos convince voters that the parties have changed — the Tories from the days of Mrs Thatcher, and Labour from 1983 and 1987.

The Tories succeeded yesterday in conveying an impression of freshness and liveliness, along with the gimmicky ideas about a millennium fund, there is even some radicalism. Mrs Thatcher would never have proposed, as yesterday's manifesto does, less secrecy about Whitehall, with details of the names and members of cabinet committees and procedural guidance for ministers. The current top permanent secretaries did not want Mr Major to go so far.

Labour has started the campaign strongly. Mr Kinnock has been in self-confident form and, whatever the shortcomings of Monday's shadow budget, John Smith appeared like a Chancellor-in-waiting. But the manifesto launch yesterday was rather flat, in part because so many of the proposals are familiar.

What matters more is whether Labour can overcome voters' doubts about its competence and past by convincing them of its "time for a change" theme. Amid all yesterday's verbiage, one slogan, from Labour's latest poster, stuck in my mind. "If they can't get it right in 13 years, they never will."

It is a powerful message. Yesterday's Tory manifesto was a partial answer. But Mr Major also needs voters to forgive and forget the many errors of the last few years and to treat him as head of a new government.



...and moreover
CRAIG BROWN

Continuing our series of reminiscences with distinguished MPs on their imminent retirement

Frank Tork has now represented the constituency of Pyshtyn in North Wales for Labour for over thirty years. He admits that it will be a wrench — or, as they say in these parts, a wib — to leave it. "What I always say", he begins, "is start by saying, 'What I always say'. It's a great way to begin a sentence, don't you think? That's what I always say."

A constituency worker enters to offer us a cup of tea. "Wid yu lyk a cp of ty?" she says. We both accept most gratefully. Drawing on experience of over thirty years in politics, Frank has three pieces of advice for aspirant politicians, followed by another three, and then three more.

"What I always say", he says, "is you've got to care passionately for what you believe in. For instance, I've always been absolutely passionate about the Common Market. Passionately against it before the mid-Eighties. Passionately for it from then on. And I don't mind telling you, they couldn't make me budge from either of those positions. "Over the course of my political life I've earned myself a reputation, as someone who'll stick his neck out, a bit of a rebel, trade union and constituency party permitting, of course. You don't have to look further back than I ooh, 1967 for a time when I

spoke out on an issue which would have liked to have seen forgotten. I forget what it was now, but I wrote a very strong letter to our then leader, Harold Wilson, giving him what for. 'I will have no alternative', I wrote, 'but to resign from my position as Under-Secretary for Sport (Lacrosse, Deck Quoits and Badminton) if you go ahead with your plans. This issue simply will not go away. Indeed, I felt so strongly that I almost posted that letter there and then, but within a couple of weeks the issue had gone away, so I didn't bother.'"

"Wid yu cwr fr a typ-yt?" The constituency worker asks us if we would care for a top-up. "So long as it's not South African", replies Frank Tork, adding, "all my life I've stuck by my principles never to drink tea from South Africa. I'm sorry, but I just won't."

"But South Africa doesn't produce tea," I say. "Then it's been a stand worth taking," Frank replies with a sigh of satisfaction. He then offers me his second big piece of advice to new MPs: "Concentrate on the issues, lad," he says, "and never let personalities get in the way. That's what the great Hugh Dalton said to me on my first day in the House, and then he looked me firmly in the eye with that great look of his — he always used two eyes, I'll never forget it, both pointing in the same direction — and he said, 'But whatever happens, don't let Jim (Callaghan) tell you

because he'll start thinking I've also told Tony (Crosland) who could only have heard about it from Roy Jenkins and the Dick (Crosman) will be absolutely livid because I haven't told Tony (Benn)."

For his final piece of advice, Frank Tork tilts his chair so that he is afforded a clearer view of the beloved trade union banner opposite his desk. "You see that banner," he says, "well, it depicts the decent folk of Pyshtyn and their brave struggle against the vowel. The insignia reads, 'Nvr Vwyl n Pyshtyn' — that's 'Never a Vowel in Pyshtyn' and it's there to remind me of my roots. And that's my advice to all newcomers: *never forget your roots*. I would have collected the banner in person, only I had an invitation to the opera with the arts minister of the time, so I received a small delegation to present it to me, and very chuffed they were too to be accepted into the office of a real-life Member of Parliament for a few minutes before I had to shoo them out."

Frank is now set to retire to his 400-acre farm in East Sussex. "I chose it because its flowing hills remind me so much of my beloved Pyshtyn," he says, "but of course it's much more convenient for the city." He will remain busy in retirement, though, completing his forthcoming memoirs, *Hardly Ever a Yes Man*. He will shortly take his place in the House of Lords. "I hope to see the place abolished shortly after my death — that's what I always say."

The Terry and John show

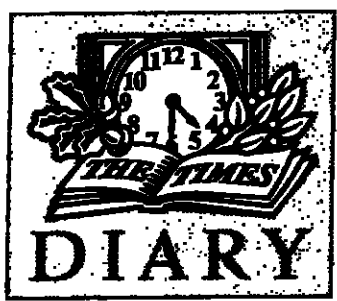
AMONG those glued to their screens last night for the election broadcast showing John Major's first trip back to Brixton in nearly 20 years was his elder brother Terry Major-Ball. He was watching the broadcast for the second time after Downing Street had earlier rushed a copy round to Terry, aged 60, at his Surrey home. 24 hours before the rest of the nation was offered the peek into the family's past.

Not that all members of the Major family were desperate to have a look. Terry's wife, Shirley, had preferred the attractions of EastEnders. Terry's son, Mark, aged 24, a computer operator, was even less keen to see his Uncle John's roots. "I am not terribly interested in all that," the prime minister's nephew told the *Diary* yesterday.

Unlike his younger brother, who in the broadcast expressed surprise that their former house in Burton Road was still standing, Terry knew the house was still there. "We used to share a bedroom," says Terry. "I was too old for pillow fights, but I can vividly recall my annoyance at John tapping Nick of the Pops off the wireless. John used to complain about our budgie singing over the music."

Terry still makes occasional trips to Brixton market, where in the film the prime minister recalls buying kippers. "We used to take it in turns to visit the fish man. I also remember buying a Christmas tree in the market. John helped me to carry it home. He thought his reward would be to help me decorate it. But that was my job."

Terry, who is spending his retirement researching the family's history, says John never used



to cook the kippers, leaving that to their mother. "But it was in that house that John learnt to cook" — and there that he developed his liking for Happy Eater fare. "When we were courting, Shirley used to call round at lunchtime from her job at Woolworths to see my mother. John, who was unemployed, would cook the lunch. It was normally egg and chips."

Terry, who says he has still not drunk the bottle of champagne given to him the day his brother became prime minister, instead toasted last night's broadcast, entitled *Major — The Journey*, with a pot of tea. "Yes, it made me very proud. He is my little brother and it made me think. One of his journeys was with me pushing him in his pram."

Labour became the last of the three main parties to unveil its election theme tune yesterday — a specially written piece by Michael Kamen, who seems to delight in composing tunes to accompany punitive tax policies. His last major commission was the score for Robin Hood Prince of Thieves.

No biz look show biz

THERE were at least a couple of coups for Labour in the list of "business people" who signed yesterday's letter to *The Times* back-

ing John Smith's budget proposals. Jarvis Astaire was last seen in New York in January organising a dinner at the Waldorf Astoria in honour of Mrs Thatcher. Tim Pendry, who now runs a small corporate affairs firm, was until three years ago deputy managing director of Shandwick, which is advising Tory central office in the election.

Few of the others were household names, even in business circles. Just 14 of the 43 are listed in the *Directory of Directors*, while only three are to be found in *Becker's Directory*, the bible of British finance.

By far Labour's biggest name is Lord Hollick, the instigator of the letter and managing director of MAI. Yet calls to his office to ascertain the identity of his co-signatories have gone unanswered.

Punctilious research, however, reveals a truly entrepreneurial cross-section. Douanne Alexander-Moore, for example, is a businesswoman who started a hot pepper sauce business in the kitchen of her council flat. Most of the signatories were drawn from Labour's "finance and industry group". But even Pendry, a leading member, said yesterday: "I must admit I don't know all of them. Do you?"

Cats on parade

THE Post Office Cat Force will be celebrated tomorrow when Lord Mackay of Clashfern opens the organisation's new records centre. The Force was established to keep the mice down at the Post Office's London headquarters in 1868 and its history has been given pride of place in the centre alongside historic documents such as the letter which informed Benjamin Franklin in 1774 that he was being sacked as joint deputy manager of the postal service in the

North American colonies for supporting independence. Keith Hardie, a Post Office spokesman, says: "The cats were paid a wage just like everyone else and even enjoyed maternity leave." Sadly the Post Office made the Cat Force redundant in the



seventies. Presumably it can no longer afford them. "In 1868 the cats received an allowance of one shilling a week. By the 1970s they were on £2."

Beatrice Behan is planning a rare visit to London to see a revival of her late husband Brendan's last play, *Richard's Cork Leg*, is being staged — where else, given the Behan legend? — in a pub. The playwright's widow had a hand in the seldom performed work. "My husband died before completing it and I advised Alan Simpson, who finished the play." Last night Behan's children, Páid and Blainín, attended the first night at the Pentameters pub in Hampstead, and expressed themselves delighted with the bawdy satire on religious and sexual repression in Ireland.



NOW THE HARD PART

Mr F. W. de Klerk has once again shown his mastery of his country's politics. His vanquishing of his Conservative party opponents in Tuesday's referendum has put his negotiating strategy back on the rails. The setback of his Panchetstroom by-election defeat has been more than repaired by an overwhelming vote of confidence. Progress in building an interim multiracial government in South Africa can resume.

So far so good. Mr de Klerk has managed to maintain the two imperatives of leadership in a time of change: keep the process legal and keep control. But both principles are still under threat. Mr de Klerk has promised the white electorate that he would permit them a final veto on the terms of any multiracial constitution. They were shown no such constitution on Tuesday, yet Mr de Klerk says he regards the referendum as honouring his pledge. Certainly, the existing apartheid parliament, dominated by the Nationalists, will have to approve any constitutional reform including any blocking mechanisms. The letter is thus honoured. But Mr de Klerk has plainly reneged on the spirit of his pledge. The goalsposts have not just been moved; they have been taken from the field and the players sent home. The path to black rule is now clear of obstacles.

Resentment at this breach of faith will form the basis of white antagonism to any deal with black leaders. The Conservative party will split, some joining the negotiating process but many taking to militancy. But expectations of a police or defence force coups are fanciful. Both institutions, already integrated, are fast adjusting to the prospect of black leadership. But white militancy can do without them. As fantasies of a white homeland evaporate, frustration will express itself in terrorism and mayhem. The descendants of the Boer kommandos have found a new enemy in their midst and they care not that he is the erstwhile leader of their tribe.

South Africa now moves forward to the

second round of talks on an interim government, known as Codesa Two. The likely outcome will be the admission of a number of blacks into ministerial posts, including such sensitive areas as development and defence. Such gradualism, possibly stretching over many years, is not just essential to assimilating blacks into the leadership of white power structures. It also enables the process itself to remain within an agreed framework of multiracial control.

It is this framework that is now going to be under extreme strain. For the time being, a rough and ready coalition of trust between Mr de Klerk and Nelson Mandela has held. It sustains a consensus astonishing to all who do not understand the genteel respectability of South Africa's lawyer/politicians. So far, constitutional reform appears to be based on political rights safeguarded by means of strong regional devolution. But how many regions, and how vigorous the devolution? The African National Congress negotiators are already seeking to clip Zulu wings by splitting Natal between two regions. The right would like a region so gerrymandered as to give whites a local majority (which is virtually impossible). And what rights are to be devolved? Can a regional assembly run its own police, education, housing and land-use policies, all fraught with racial implications?

This framework holds the key to legitimising the revolution over which Mr de Klerk and Mr Mandela are presiding. The tribal and ethnic tensions within South Africa are far stronger than the social and economic ones. There is hardly a constitution in the world robust enough to restrain them. Devolution is the only answer, fragmenting power, respecting local opinion, offering a safety valve against the dictatorship of bigness. The irony is that both participants in the Codesa process, the white Nationalists and the African National Congress, are parties to a centralist tradition. For them to see freedom in devolution will be hard indeed.

MANIFEST PROMISES

"Vote for the man who promises least; he'll be the least disappointing," recommended Bernard Baruch, the American presidential adviser. Judged by economy of words, Labour easily beats the Tories and just beats the Liberal Democrats. Two-and-a-half times as many trees will have been cut down to print the same number of copies of the Conservative manifesto as that from Labour. The 1992 Tory manifesto, at about 25,000 words, is five times as long as Mr Churchill's *Declaration of Policy to the Electors*, the manifesto of 1945. Is yesterday's inflation of election wordage any use to democracy?

Manifestos are a necessary part of the democratic process. They mitigate, however marginally, the elective dictatorship. As long as they matter to politicians themselves, they matter. When the 1832 Reform Act extended the franchise to the middle class, Robert Peel set out his policies to the many thousands of new voters. His *Tamworth Manifesto* of 1834 was the first of its kind, and its language was no less woolly than that of its successors. The "question of time" was to be settled by a commutation "founded upon just principles, and proposed after mature consideration". When did a party claim otherwise?

Over the years manifestos grew gradually, but even in 1945, when Labour was promising the most radical government in decades, it took only 4,500 words to do so. The establishment of the National Health Service was set out in three paragraphs, as was the welfare state. Churchill forbore to mention apple pie, but was unabashed in claiming motherhood to be "our special care".

Let it be accused of running out of steam, the Tory party has this year taken manifestos to excess. No policy, however obscure, is left undetailed, from parish path partnerships to the liberalisation of cabbage. Yet it cannot resist such leaden platitudes as "We believe that people at work should be helped to build security for themselves and their families." Labour for good measure replies with:

TABLING A MOTION

Jaw jaw is better than war war — especially if the jaws are not mouthing angry communique but champing on roused Rossini while swilling continual toasts. Our correspondent's account of the feast between the troops of the provisional Georgian government and the rebels of Zugdidi goes to the roots of diplomacy.

The feast is an ancient tool of foreign policy not confined to Georgia, though the Georgians do seem to have brought it to a fine art over their centuries of uproar, with their *tamad* or superior toastmaster to act as chairman, and Kalashnikovs propped against the wall. It is harder to kill a man after you have broken bread with him. A feast can be a path to agreement as well as a symbol of concord.

To eat a man's salt creates a sacred bond among the Arabs. No one who has eaten of another's salt should speak ill of him or do him a bad turn. In China the number of courses increases with the importance of the guest and the significance of the occasion. In Russia ambassadors and lesser fry get the cheap red caviar. For heads of state, the Beluga and champagne are brought out. In the United Kingdom the ancient custom of feasting greases the wheels of business and politics. The Chancellor makes his third most important statement of the year at a feast at the Mansion House, and the high point of any state visit is the banquet at Buckingham Palace. The English toastmaster in full cry is quite as pompous a functionary as the Georgian *tamad*.

Even the business of the European Community is dominated by gourmandising, interminable meals in seemingly

identical capitals. The most difficult decisions are left to the final dinner of prime ministers "on their own", on the grounds that there is no conflict so irreconcilable that it cannot be lubricated by a good feast. Thus is updated the ancient Persian custom of voting when drunk on policies determined when sober, and sober on policies decided on when drunk.

Festive diplomacy is not infallible. There was a disastrous final feast in Brussels in 1988. The French prime minister accused the British prime minister of approaching budgetary problems like a "housewife". She replied across the table that the only sensible way to approach a budget was indeed as a housewife. But Mrs Thatcher was notoriously uncluttered.

Another famous diplomatic feast that failed was one to arrange a dynastic marriage for the daughter of the tyrant of Sicily. The Athenian candidate, Hippocides, was so carried away by drink and music that he started to dance. He ended up by standing on his head and beating time with his legs in the air. This so shocked the Jacques Delors tyrant of the day that he cried out, "Hippocides, you have danced away your marriage." "Hippocides doesn't care," replied the Athenian commissioner, waving his legs.

These are exceptions. Most feasts achieve something, even if it is only symbolism and hangover. This may be the end of history, though reports of its death are surely much exaggerated. But as long as men fight and argue, from Georgia to the City of London, feasts have a part to play. It is the one activity that politicians have always been good at.

Business and party politics: blast and counterblast

From Mr Stephen Mulliner

Sir, The counterblast to Labour's tax proposals is simple and should be delivered with a fury that was notably absent from your otherwise excellent leader, "The pipe squeak" (March 17).

These proposals represent an extreme fiscal shock, shattering the confidence and aspirations of the 13.5 per cent highest-paid and their families who are responsible for one third of all consumer spending. They will respond by cutting discretionary spending so drastically as to prolong the recession and directly threaten the employment of a significant number of the lower-paid. There is little point in over-indexed allowances if you have no job.

Demand for builders, carpenters, painters, decorators, gardeners and other craftsmen and service providers will largely vanish. All but the cheapest ends of the leisure, clothing and motor industries will be hammered. Private schools will close in unprecedented numbers and unemployment among teachers will rise because the state system, with its lower teacher-pupil ratio, will be unable to take up the slack. The City of London, whose grip on its position as Europe's leading financial centre is hardly secure, will suffer from large-scale expropriation.

Mr John Smith joked that he had not given much thought to the motivation of stockbrokers. The truth is that he has not given sufficient thought to the predictable secondary consequences of his proposals. This monumental blindness should cost Labour the election.

Yours sincerely,
S. MULLINER,
Witherden, Weydown Road,
Haslemere, Surrey.

From Lord Hanson

Sir, I strongly support the views expressed (letter, March 16) by Sir Allen Sheppard and other distinguished business leaders.

In spite of the apparent move by both major parties to the centre, there really is a world of difference between Labour and the Conservatives. There have indeed been substantial and continuous improvements to the international competitiveness of British businesses since the Conservatives came to power in 1979.

Although the economy, as in many other countries, is currently recessed, there have been very significant productivity gains which we shall be able to exploit when normality returns. Recovery in the United States has already started, which we in the UK show every sign of emulating this year.

It is depressing enough to hear the chant "Here we go... again", but Labour's promise of a return to enterprise stifling by confiscatory tax penalties on wealth creators will not

do anything to help the average wage earner. The "great lie of socialism" has been exposed in the collapsed heap that was the Soviet Union. Ordinary working men and women there were not better off as a result of decades of socialism. In fact, shockingly worse off in every degree.

Does the British nation really want to repeat that? And pay for it again? Now that the failed experiment has been so resoundingly rejected in the rest of Europe, would it not be madness indeed to vote for it here? And at a stroke destroy the spirit of enterprise that has been achieved for the general good these last 13 years.

I am, Sir, your obedient servant,
HANSON, Chairman,
Hanson plc,
1 Grosvenor Place, SW1,
March 17.

From Mr R. J. Murphy

Sir, I act as senior partner for a firm of chartered accountants which represents over 450 businesses. Many are small. Quite a number of my clients have been forced into self-employment through redundancy. All genuinely understand enterprise, for the risk of their business truly rests on them.

Being objective, as professionally I must be, I find the Labour party has as much and more to offer a significant majority of my clients than the Conservatives. John Smith's shadow budget has genuine measures to support small business, such as increased capital allowances, and it reduces tax on small incomes more than Norman Lamont's.

Most of those in the enterprise economy do not earn a great deal. They will appreciate the support that lower tax, increased child benefits and better state pensions can supply.

Yours faithfully,
RICHARD MURPHY,
Murphy Deeks Nolan
(Chartered accountants),
Gardiner House,
Broomhill Road, SW18,
March 17.

From Sir Christopher Cockerell, FRs

Sir, Many of us would approve of the points made in Sir Allen Sheppard's letter, but I fear that these top executives, and also the top politicians who appeared in the BBC *Panorama* programme on March 16, still do not put their fingers on the real trouble in this country.

Why does my friend buy a BMW car, and why do I buy a Honda and a German dishwasher? And why are we flooded with foreign-made products? It is not lack of investment in our manufacturing industry, it is because our products are not good enough.

And why is this? Because our

engineers and designers are the lowest paid of all the professions, with the result that manufacturing industry can neither attract nor hold their fair share of the young brains of this country. Worse than this, our education system, by allowing specialisation at an early age, does not equip our engineers to have the breadth of vision required to reach influential positions.

Many executives and board members and politicians are simply not equipped to make wise decisions in this ever faster developing technical age.

Yours truly,
CHRISTOPHER COCKERELL,
16 Prospect Place, Hyde,
Southampton, Hampshire.

From Ms Janet Salmon

Sir, Of the 41 companies listed in today's letter from Sir Allen Sheppard and his fellow chairmen and chief executives, United Biscuits was last year's top contributor to Conservative party funds (£112,000). Allied Lyons came second at £100,000 and Forte joint fifth at £80,000. Fourteen of the companies donate directly to the Conservative party, contributing £588,500 to their chosen party's cause during that period.

In such circumstances, how can these businessmen be regarded as giving objective analysis on the economic competence of the three major parties?

Perhaps it is time their employees and shareholders had a say about this expenditure, in the middle of a recession, and whether the money could be better used in making the companies themselves more competitive.

Yours sincerely,
JANET SALMON
(Liberal Democrat prospective candidate, Brentford and Isleworth),
20 Amherst Road,
Baling, W13,
March 17.

From Mr Monty Meth

Sir, We are now seeing an open and healthy debate giving the people a choice of alternative budgets. One good thing that could come out of it would be the end of the ridiculous secretive purdah period which ministers and their officials traditionally go through.

Mr Lamont has signalled the end of the March budget (report, March 11). Why not go the whole way and in future let us have the government and Opposition's ideas out in the open for discussion, comment and representations? We are getting that now, so why not when life returns to normal?

Yours sincerely,
MONTY METH,
57 Lakenheath, N14.

Yugoslav monarchy

From Prince Vladimir of Yugoslavia
Sir, Your report of March 17, "Serbian royals feud over who should be king", has missed the point. Gossip about divisions within the Yugoslav royal family has been exaggerated and is unimportant.

Whilst it is true that my cousin, Crown Prince Alexander, is associated with the leader of a declining political party, my uncle, Prince Tomislav, has always refused to associate himself with a single political group. As a result, he has attracted a great deal of popular support, although he has never, as your report correctly points out, indicated that he wishes to be king.

Speculation over his future amongst the public and in the media stems from the Serbian tradition of ignoring the normal line of succession. My grandfather, the second son of King Peter, became King of Yugoslavia in spite of the fact that his elder brother was still alive.

The question of monarchy or republic is important and will shortly face Serbia. I believe that the current socialist government, as well as the opposition, understand this. When the decision comes the people of Serbia must choose their own destiny. All members of the family will rally behind the future monarch in the best traditions of service over and above personal ambition.

Yours faithfully,
KARL WŁADIMIR
KARAGEORGEVITCH,
Suite 401,
302 Regent Street, W1,
March 17.

Duma benefits from cost-free or highly subsidised use.

Duma publishing facilities, like so much else, were part of the previous communist apparatus, passing at no cost to the socialist successors to communism. One hopes that one day the publishing house will be independently owned and operated. Until then it is unfair to give sole economic benefit to any one newspaper, and I believe that it is constitutionally and practically correct to take it into proper public ownership.

None of this affects the freedom of Duma to publish, or freedom of expression in Bulgaria. None of this should affect the development of the democratic process in Bulgaria, which has come on apace in the last year with free and fair elections for president, for parliament and for local government.

Yours truly,
TIM RATHBONE,
House of Commons,
March 13.

Positive views of Spain's Expo 92

From the General Commissioner of Expo 92

Sir, Your editorial of March 17 on Expo 92 in Seville ("Castles in Spain") is rather surprising. One would not think it necessary to go as far south as Seville to launch an attack on Brussels, or even on Madrid. Using the world fair in Seville as a straw man to criticise the European Commission's policies would seem a bit cumbersome, were it not totally unwarranted, wrong on just about every fact, and openly prejudiced against Spain.

Expo 92 will be ready. You incomprehensibly describe the site as being "short of finished buildings". I recommend that you ask your correspondent in Seville to look harder: the infrastructure was completed a long time ago; service buildings, entertainment venues, theme pavilions and transport systems have been operational for months now; and 60 per cent of the national pavilions on site are completely finished, the rest are receiving final touches. What Expo did your correspondent visit? Certainly not the one I see from my office window.

Everything has been foreseen for those visiting Expo 92: there are 25 new hotels in Seville alone; nearly a million beds within two hours of Expo 92 of all types and at all prices. And British tourists in southern Spain will be hard pressed to find a fresher and more agreeable place than Expo 92 during the summer months. More than 1,000 kilometers of new motorways are in service in Andalusia, and those stretches still under construction will be completed for the time they are needed.

The fact that an editorial in *The Times* still thinks it necessary to remind readers of such phantoms of the past as the Armada or the Escorial to define modern Spain is a fair indication that chauvinistic attitudes die hard, and that there is still need for instruments of international communication and understanding such as world fairs.

Sincerely yours,
EMILIO CASSINELLO,
General Commissioner of Expo 92,
Isla de la Carduja,
Pabellón de Gobierno,
Expo 92,
41092 Seville, Spain,
March 17.

From Sir John Ure

Sir, Your leading article presents Expo 92 in a light which seems extraordinarily negative to someone who has visited the Expo site regularly over the past two years.

You say categorically that it is not going to be ready. We shall see, but the fact is that a great deal of it is already constructed and a million visitors have so far found it worth touring the Expo site to see what is already there — even before it opens. The new airport is already finished and operational, the new fast rail link with Madrid will open before Expo itself, and many of the new roads are already easing the traffic around Seville.

You refer to the fire which severely damaged the Pavilion of the Discoveries; this was certainly an unfortunate setback, but it should be set in the context of a site where there are nearly 100 pavilions, all at the vulnerable stage for accidents of this sort. I am told that previous Expos in other countries have had a much higher rate of fire damage, and it therefore seems unfair to blame specifically Spanish incompetence.

You refer to chauvinism towards Spain being a deep-rooted English sentiment, and remind your readers of the "ramshackle facilities" available to foreign tourists in the 1970s. The fact that over six million British tourists go to Spain every year suggests that neither anti-Spanish sentiment nor inadequate facilities can be a very dominant factor now.

Spain has long been Britain's favourite holiday resort, and it is rapidly becoming one of our favourite business partners.

Of course the building of a world fair on a formerly barren island in the Guadalquivir is an act of faith. Only the visitors this summer can decide whether that act of faith is justified. But I for one am impressed with what the Spanish have already achieved, wish them well and am glad that we are associated with them in what may still prove to be "the greatest show on earth".

Yours faithfully,
JOHN URE
(United Kingdom Commissioner General for Expo 92),
Department of Trade and Industry,
10-18 Victoria Street, SW1,
March 17.

Long and short of it

From Mr P. G. H. Lewison

Sir, To secure a refund of £25.90 on a single credit card transaction, the credit card's bank required details.

These I received today in a computer print-out from the firm who entered into the transaction, measuring seven feet in length by eight and a quarter inches wide. Every conceivable aspect of the one transaction had been included.

Yours truly,
PETER LEWISON,
Court Hill House,
East Dean, Chichester, Sussex,
March 13.

Business letters, page 29
Sports letters, page 34

OBITUARIES

MAX CATTO

Max Catto, English playwright and adventure novelist, died on March 12 aged 84. He was born in Manchester on July 29, 1907.

MAX Catto liked to refer to himself as the lineal descendant of the old man of the tribe who tells stories. Certainly his own well-crafted stories entertained millions, and not least because so many of them formed the basis for major films. Critics were, more often than not, unkind about these films, but most were good box-office. *Ad Carol Reed's* *Trapeze* (1956), adapted from *The Killing Frost*, was the biggest success of his year. Catto himself was none too keen on the picture, describing it as "terrible" and complaining that only a couple of his chapters were used.

In all he wrote four plays and 28 novels, of which no fewer than ten were turned into films. He would never agree to write a script even when pressed to do so.

Catto was a thoroughgoing Mancunian. He became a scholar of Man-



chester Grammar School. At Manchester University he took first-class honours in electrical engineering. He went on from there to work in an electric cable factory. But he had always wanted to write and, at the same time as he was bringing out his first novels — *River Junk* (1937) and *The Hairy Man* (1938) — he produced four expertly written plays, of which the thriller *They Walk Alone* (1938) is probably the best-known. It continues to do well in repertory and amateur performance even now.

JOSEPH FISHER

Joseph L. Fisher, ecologist, died of a brain tumour at his home in Arlington, Virginia, on February 19 aged 78. He was born in Pawtucket, Rhode Island, on January 11, 1914.

JOSEPH Fisher was an expert on natural resources whose work anticipated the current concern with the subject by more than two decades. An economist by training, having earned his master's degree and doctorate from Harvard, Joseph Fisher first rose to prominence in the post-war years as senior economist on the Council of Economic Advisers to the president for four years.

Although a life-long Democrat he retained his position for a further year under President Dwight Eisenhower, then left to pursue the subject he saw as vital to the world's future. For the next 20 years, Fisher worked for Resources for the Future, a non-profit

organisation devoted to analysing the supply and use of natural resources. He served as its president for 15 years and in 1962 directed a 1,000 page forecast of America's needs through to the year 2,000. He later served on federal panels on oil policy and noise pollution.

In 1974, riding on the Democratic support that followed the Watergate disclosures, Fisher won a seat in Congress. He was immediately given a coveted seat on the House ways and means committee, and seized the opportunity to create a fund to clean up oil spills, before losing his seat when the Republicans swept back to power in 1980.

From 1982 to 1986 he served as state secretary of human resources for Virginia, then left government service to teach political economics at George Mason University.

Joseph Fisher is survived by his wife, Margaret, four sons and three daughters.

LEWIS MACKENZIE CROOKS

Air Vice-Marshal Lewis Mackenzie Crooks, CBE, consultant adviser in orthopaedic surgery to the RAF, 1966-70, died on March 12 aged 83. He was born on January 20, 1909.

"MAC" Crooks was the father of orthopaedic surgery as it developed in the RAF after the war. While service colleagues returned in 1945 to their civilian hospitals and consulting rooms, he stayed on — to help establish orthopaedics as a peacetime specialisation. The Mackenzie Crooks Lecture, held annually by the RAF Orthopaedic Association, is his memorial.

He was not himself short of offers from elsewhere. The teaching hospitals at Liverpool and Edinburgh were among those which tried to recruit him after the war. In 1947 he was granted a year's study leave to work at Edinburgh with King George VI's surgeon, Sir James Learmonth. Learmonth was so impressed that he wanted his young assistant to take up a Rhodes scholarship. But the RAF could not spare him any longer.

"Mac" Crooks had not at first meant to stay in uniform. Born in Edinburgh, the son of a Scottish general practitioner who soon afterwards moved to Wales, he was educated at Epsworth College and Liverpool University medical school. He then worked as a house surgeon at the Northern Hospital, Liverpool, and the Shropshire Orthopaedic Hospital, Oswestry, between 1931 and 1933. He was a senior house surgeon at Selly



Oak Hospital, Birmingham, and All Saints Hospital, London.

While at Oswestry, however, he had fallen for a young trainee physiotherapist Mildred Gwyther and, in order to save enough money to get married, he signed up in the RAF — to the fury of his old Liverpool professor. His intention was only to serve for a few years before

resuming his promising clinical career. But his plans were to be overtaken by events.

By 1937 he was in Palestine, treating servicemen in action under the British mandate. Then, just as he was nearing the end of an exhausting tour, the second world war broke out. Instead of returning home as planned — and eventually abandoning service life — he was

transferred to the military hospital in Iraq.

Mackenzie Crooks, who was mentioned in dispatches for his work in Palestine, was still operating as a general surgeon and continued to do so until 1946 that he began to specialise full-time in orthopaedics. At the same time he decided to remain in the RAF — partly because of his doubts over the new National Health Service.

He was posted to Egypt for two years shortly after completing his study leave in Edinburgh, then became an RAF consultant in orthopaedic surgery on his return in 1952, a senior consultant in 1955 and consultant advisor (the chief of department) in 1966. In the same year he was made an honorary surgeon to the Queen. Although retiring from the RAF in 1970, he continued to work part-time as a locum orthopaedic surgeon in Cornwall.

A reserved but well-liked man, Mackenzie Crooks was widely recognised as a clever surgeon and an able, considerate administrator. His decision to stay in the armed forces after the war must have had the effect of limiting his clinical experience. But he did much to encourage RAF medical research and is personally identified with a study of *chondromalacia patellae*, a painful condition of the kneecap which affects active young people, servicemen among them.

Air Vice-Marshal Mackenzie Crooks is survived by his wife "Gwy", a daughter and two sons.

JOANNA SPICER

Joanna Ravenscroft Spicer, CBE, an influential background figure through the formative decades of British television, died on March 17 aged 85. She was born on April 29, 1906.

UNDER the guiding hand of Joanna Spicer, the General Overseas Service of the BBC in particular grew to its full stature as a powerful instrument projecting the voice of wartime and postwar Britain to the world. Then for a further 25 years she was a central figure in BBC Television programme planning.

At the BBC in the war years it was unusual to find a woman presiding over a high-powered programme group, but Joanna Spicer quickly gained the respect and admiration of all her male colleagues. Their conference room had a glass roof, and she discovered that a pact existed among the men, requiring them to hush themselves instantly upon her should a buzz bomb be heard to cut out overhead. When it was revealed to her, she begged that the plan be abandoned, fearing that she would suffer more from the protection than from the bomb itself.

Joanna Spicer was educated at St Paul's School and at Somerville College, Oxford, where she read History. When her husband was called up for active service in 1939, she felt that she should find a job for herself, and she became an assistant principal in the Treasury, dealing with the BBC's finances and particularly with the wartime expansion of its services to overseas listeners. Her BBC contacts quickly became aware of her talents. Although until that time she had paid little attention to the actual nature of broadcasting she responded to their pressures and moved across from the civil service to the corporation. From 1941 to 1943 she was Empire Service programme planner and for the following two years Overseas Programme Planner (1948-50). She was thus a key executive in the operation of the services which, at the Treasury, she had helped to bring into existence.

In 1949 the Director of BBC Television, Sir George Barnes, invited her to join him as a special assistant, with the task, as he put it, of "stopping fires" in



this infant service, which had yet to formulate an effective system of organisation. The lack of hierarchical authority was no great handicap to Joanna Spicer in this role. Her powerful intellect and her persuasive personality, achieved results far more effectively than disciplinary measures would ever have done. The potentially tyrannous barons in the various departments responded to her influence. In 1955 she was appointed Head of Programme Planning, a position she held for 14 years, coping effectively with all the problems of programme development, engineering development and administrative control, in a service where resources always fell woefully short of demands. With great skill and firmness,

but always calmly and courteously, she held the ring while the arguments raged, and her judgments were invariably accepted. She herself was inclined to intellectual pursuits and interests, but she easily came to terms with the journalistic and show business sides of television, without condescension and without any lowering of her own standards.

Her last BBC post was as Assistant Controller, Television Development, which she held from 1969 until her retirement in 1973 at the age of 67.

At each step in the advancement of her career, she was told by the hierarchy that, as a woman, she could not expect to rise further in the BBC. She took this philosophically, confident that she would surmount that particular barrier. In the end she became an assistant controller in television, first of planning, and then, freed from day-to-day problems of development. In this final role she was instrumental in setting up the television development committee, which has been well described as the foundation of good management in BBC Television. She was its first chairman.

As a linguist and a convinced European, Joanna Spicer became the foremost representative of the BBC in European and other international television organisations. She played a very large part in the evolution of Eurovision, and for many years she was chairman, and the only woman member, of the Eurovision planning group.

Like all great chiefs of staff and senior planning executives she knew how to get her way and was always capable of having six or seven courses of action at her instant mental disposal, several of them contradictory at any one moment. When it came to final decisions it was rare for her to back a loser: her judgment was consistently respected.

Joanna Spicer was appointed MBE in 1957 and CBE in 1974. She retired from the BBC in 1973 but maintained many of her television activities through the International Institute of Communications and other international bodies. She collaborated with Asa Briggs in writing *The Franchise Affair* (1986) a study of the independent television programme companies. Her husband died in 1956, but she is survived by her son.

APPRECIATIONS

Sydney Harpley

I FIRST met Sydney Harpley (obituary March 18) in 1977 in a garage in Chiswick which housed no car just several sculptures, where after some considerable bargaining I purchased the most beautiful maquette of a girl dancing for £100 with lunch thrown in at the pub on the opposite side of the road.

It was to be the beginning of a long and rewarding friendship which resulted in several of his sculptures ending up at my homes in London and Cambridge, not to mention the larger ones which had to be put in the garden.

As the years passed it gave me great pleasure to watch his success first at the Royal Academy and later as his career advanced under the shrewd guidance of Chris Beetles. Only weeks ago he was describing to me an idea for a sculpture which he had hoped would be the centre piece of his latest collection. It was to be called "Barcelona" and would consist of three girls running across a tape in the gold, silver and bronze positions. I could visualise it



in my mind and his cruel and untimely death has meant that I, along with so many fans all over the world, will never see it.

Sydney had none of those pretensions that so often lesser artists feel necessary to display with people like myself who are lovers of art rather than experts. His work displays the same honesty and wit as his outspoken views on almost any subject which is why he will always be a favourite among genuine collectors.

Jeffrey Archer

Laslo Benedek

LASLO Benedek (obituary March 14) had been for more than 50 years one of my dearest friends. He was an enormously talented film director whose gifts were never sufficiently appreciated by the powers of Hollywood. *The Wild One*, which he directed with Marlon Brando in the title role, is a classic. In addition he was an outstanding teacher who could explain complicated problems of film-making in a most lucid manner to eager groups of young students.

Above everything else he was a caring and most decent human being. His death is a



tragic loss to the many people who loved and admired him.

Fred Zinnemann

Sir Harold Hobson

ALTHOUGH Sir Harold Hobson (obituary March 14) may have been both brilliant and capricious in equal proportions as a critic, a fact so well expressed by your obituarist, he was not always so predictable as his teasing technique, touched upon also, would seem to suggest. He was most easily carried away when a physical disability or weakness happened to be suffered by any character of virtue in a well written play. There were a number of such heroes and heroines to be found in long experience as a critic who happened to be a theatre enthusiast. The character in the drama invariably happened to be uncomplaining — like Harold himself, in fact — illustrating a triumphant example of Good overcoming Evil, a quality that the religion in the critic rarely saw.

Peter Cotes

Stephen Lloyd

I WAS delighted to read the addenda to your excellent obituary of Stephen Lloyd (March 3) by my distinguished colleagues on the Birmingham Cathedral Chapter, Canon Ronald Lunt and Dr Farr.

I too can readily testify to Stephen Lloyd's invaluable contributions on the cultural and religious levels. As a for-

mer Birmingham diocesan director of education I frequently encountered him in his capacity as chairman of the diocesan board of finance and was invariably impressed by both his superb business acumen and his broad humanity. He was typical of the old Birmingham paritiate with their readiness to engage in both local and national concerns.

Donald Bradley

March 19 ON THIS DAY 1934



"Modern feminine fashions demand a slim figure," said the Coroner in this sad case, adding that the girl's employment as a dancer also made thinness imperative.

CABARET GIRL'S DEATH

At the resumed inquest at Paddington Coroner's Court on Saturday on the body of Miss Vivian Bates Philcox, a young cabaret artist, who died on February 22 in a nursing home at Knightsborough Place, Kensington, the Deputy Coroner (Mr. Idris Evans), recorded a verdict that Miss Philcox came to her death from morphine poisoning and that death was the result of misadventure.

When the inquest was opened on February 26, evidence was given that the girl had been treated by a doctor for increasing weight. She had been given steam baths, massage and radiant heat, and Dekryll tablets. Medical evidence was to the effect that death was due to the internal drowning from fluid in the trachea and bronchi.

Mr. William Edward Cane, of Gloucester Road, Kensington, a chemist, said Miss Philcox had bought a bottle of 25 capsules on February 1, and another on February 20. On the first occasion, his assistant told her that she would be well advised to take it under doctor's orders. They had received a warning as to medical advice from the representatives of the manufacturers.

Mr. John Frederick Ward, the next witness, said that since 1915 he had been chief chemist at Crookes' Laboratories. He said the preparation was first made a year ago by Sir William Pope. The purpose of its administration was to increase metabolism with a view to securing what was called slimming. Mr. Ward produced packets of the capsules and read from a label on the bottle:

"To be administered only on medical prescription."

In addition to that warning, a leaflet was sent out with each package. The leaflet contained warnings as to the use of the capsules and the suggested dosage was one capsule daily. The leaflet also stated that the effects should be studied very carefully and the appearance of nausea or intolerance to the drug must lead to special investigation.

Mr. Ward said that it was essential to impress on the patient that the capsules must be treated with the utmost respect, and any attempt to hurry must be strenuously avoided. Mr. Melford Stevenson, for the makers of the capsules, said that the order of events was that on February 1 the girl bought a bottle of 25 from Mr. Cane. She was given seven tablets by Dr. Wilson. The next fact was that on February 20 she bought a further bottle of 25. The witness agreed that, assuming that a bottle which had been found containing eight capsules was the bottle she bought on February 20, the contents suggested that she had some 17 capsules between the 20th and the time of her death.

The Coroner, summing up, said: "The evidence leaves no doubt as to how Miss Philcox came to her death. Modern feminine fashions demand a slim figure and many women will do almost anything to attain that object and so gratify their vanity. But, in this case, it does not seem to be so much a matter of vanity as that the nature of her employment as a dancer made it imperative that she should remain slim. Finding that she was putting on a little extra weight, she sought measures by which she could reduce. In the first instance, she was wise enough to seek medical advice. Had she followed it, she would probably have been alive to-day, but finding the treatment was not having the desired effect, or that it was not as quick as she liked, she apparently took matters into her own hands."

Water sports plan delayed after protest

By JOHN SHAW

AScheme to create a water sports complex next to the National Trust's wildlife reserve at Wicken Fen near Ely, Cambridgeshire, has been withdrawn pending a study of its environmental impact.

The project, proposed by John Barron, whose company Moulton Manor Farm owns four farms in the Newmarket area, would involve the flooding of 300 acres of land at Burwell Fen farm to create water skiing and rowing facilities. The plan has prompted widespread protest.

The trust said the project threatened the Wicken reserve and its withdrawal was given a cautious welcome by Merlin Waterson, NT regional director. He hoped that in carrying out the assessment Mr Barron and his advisers "will begin to understand the very serious nature of our objections to the scheme and will decide not to resubmit his plans to the authorities". Mr Waterson felt any revised scheme was unlikely to be acceptable.

The Rev Alan Harold Frank Luff, President of Westminster Abbey, is to be appointed to a Residuary Canonry in Birmingham Cathedral.

Clergy appointments

The Rev Canon David H Bishop to be Canon Emeritus of Norwich Cathedral (Norwich).

The Rev Stephen C Brown, Curate, Whitkirk to be also Assistant Diocesan Youth Chaplain (Ripon).

The Rev Malcolm A Cohen, Rector, Suffolk to be Priest-in-charge, Mayland with Steeple (Chelmsford).

The Rev David Dale, Chaplain and Head of RE, Reading School (Oxford) to be Priest-in-charge, All Saints, Ryde, Isle of Wight (Ripon).

The Rev Paul Day, Assistant Curate, St Jude and St Paul, Mildmay Grove, London (London) to be Assistant Priest, Loughborough Emmanuel (Leicester).

The Rev David Dival, Assistant Curate (NSM), All Saints, Caterham and St James, Clancifield to be Assistant Curate (NSM), St John the Baptist, Rowlands Castle (Portsmouth).

The Rev Roger Edwards, Curate, Wellington and District Team Ministry (Bath and Wells) to be Vicar, Horsley and Ampfield (Winchester).

The Rev Jennie Evans, Assistant Curate, St Mary, Bramshott to be Assistant Curate, St Mildred, Whippington and St James,

East Cowes, Isle of Wight (Portsmouth).

The Rev Nicholas P George, Curate, St Aidan's, Leeds to be Curate, Richmond Hill, Leeds (Ripon).

The Rev Paul F Green, Assistant Chaplain, Mental Health Services Unit, Carlton Hayes Hospital to be Chaplain, Mental Health Services Unit, Towers Hospital, Leicester (Leicester).

The Rev William SU Kemp, Rector, Barrow and Ryburn (Bath and Wells) to be Vicar, All Saints with St John, Herford (St Albans).

The Rev Trevor Maslen, Team Vicar, St Barnabas, Huntingdon (Ely) to be Vicar, St Jude, Southampton (Winchester).

The Rev Brian Morris, Assistant Curate, St Mary, Hayling Island to be Priest-in-charge, Conventual District of St Andrew, Hayling Island (Portsmouth).

The Rev Ian R Parkinson, Assistant Curate, Linthorpe to be Vicar, Saltburn-by-Sea (York).

The Rev Andrew J Pearson, Curate, Knowlesborough to be Curate, Wetherby (Ripon).

The Rev David J Peat, Curate, Wetherby to be Curate-in-charge, St David's, Waincliffe, Beeston (Ripon).

The Rev Andrew Rimmer, Assistant Curate, Collier Row, Barking (Chelmsford) to be Assistant Curate, Hazlemere (Oxford).

The Rev Steve Smith, Curate, St Peter's, Redcar (Durham) to be Curate, St Aidan's, Leeds (Ripon).

Church news

The Rev Robin P Walford, Priest-in-charge, St Alban the Martyr, Forest Town, Mansfield (Southwell) to be Mental Health Chaplain, Leeds Health Authority (Ripon).

The Rev Robert C White, Assistant Curate, St Mark, North End, with special responsibility for St Francis to be Vicar, St Clare, Warren Park (Portsmouth).

Resignations and retirements

The Right Rev Richard Third, Bishop Suffragan of Dover, diocese of Canterbury, is to retire as from 30 September.

The Rev Ewen M Pilsent, Rector, Holy Trinity, Blendworth with St Michael and All Angels, Chalfon and St Hubert, Isworth (Portsmouth) to retire as from November 2.

The Rev Canon Derek W Price, Vicar, Castle Acre with Newton-by-Castle-Acre, Rougham and South Acre, Surrogate, and Honorary Canon of Norwich Cathedral (Norwich) to retire as from May 31.

The British Psychological Society

The following have been elected to fellowship of the society: Dr Michael Banks, Dr Richard Bessell, Mr Waterswardhana De Silva, Mr John Frieland, Dr Ramadhar Singh, Mr Robert Woods.

The Rev Canon Derek W Price, Vicar, Castle Acre with Newton-by-Castle-Acre, Rougham and South Acre, Surrogate, and Honorary Canon of Norwich Cathedral (Norwich) to retire as from May 31.

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Archaeology

First Ice age art in China discovered

By NORMAN HAMMOND
ARCHAEOLOGY CORRESPONDENT

ICE age art has been identified in China for the first time, extending the distribution of early human imagery to every continent except Antarctica. An antler shaft with several designs carved on it has been dated to more than 13,000 years ago.

The discovery was made at Longgu cave, near Xinglong in Hebei, the northeastern province surrounding Peking. The antler fragment, about 14cm (5.5in) long and 3cm in diameter, has "three distinctive, carefully engraved and complex non-figurative designs", according to Robert Bedamnik, an Australian rock art specialist.

It has been radiocarbon-dated to 13,065 years ago (plus or minus 270 years), making it roughly contemporary with the great flowering of Magdalenian cave art in Europe, at sites such as Lascaux in southwest France and Altamira in northern Spain.

The designs consist of

firstly four sets of six or seven parallel wavy lines; then an elaborate figure-of-eight built up of multiple concentric ovals; and thirdly parallel and zigzag lines enclosing two panels of crosshatching.

Mr Bedamnik says: "The bold layout of all three designs and the excellent workmanship suggest the hand of a highly experienced artisan, backed by a sophisticated tradition of such non-representational art."

The Longgu carving, like most Pleistocene art from the period between 10,000 and 30,000 years ago, is "geometric". Representational art, such as the bulls of Lascaux, is almost absent outside southwestern France and Spain. This, he says, has led to an overemphasis on that region at the expense of other art of equal antiquity, and has "created a distorted picture of early art development". Mr Bedamnik believes.

Source: *Nature* 356: 116.

UK rejects Brussels tax ideas

FROM TOM WALKER IN BRUSSELS

AN INITIAL step taken by the European Commission towards harmonising corporate taxation in the EC was rejected by Britain yesterday as an encroachment on sovereignty — and even Christiane Scrivener, the tax commissioner, seemed embarrassed by the proposals.

She walked out of a press conference as Onno Ruding, former Dutch finance minister charged with producing a working paper on tax harmonisation, spoke.

His proposals were dismissed by one British official as "nothing more than a series of pipe dreams". Mr Ruding, who has worked with a team of tax academics for two years on corporate tax harmonisation, suggested that there should be a minimum rate of corporate tax in the EC and that Brussels should be able to determine a member state's taxable population.

Tax experts immediately pointed out that imposing a uniform, but heavy, tax burden on companies throughout the EC would automatically make third country companies think twice about

investing in Europe, and would encourage EC companies to move outside the Community.

Although Britain's present 33 per cent level of corporate tax falls within Mr Ruding's guideline of a 30 per cent to 40 per cent band, the government would not be allowed to set a rate below 30 per cent.

Because finance directives proposed by the European Commission need unanimous approval to be passed into EC law by the Council of Ministers, it is unlikely that much of Mr Ruding's work will ever be adopted. "It's as if the lunatics had taken over the asylum," said one diplomatic source. "These academics have designed a system they like, taking no account of the realities."

Mr Ruding even admitted that the working group had not considered the competitive effect of the proposals for the EC as a whole in relation to third countries. British sources said the only acceptable way forward on harmonising EC corporate taxes is to allow market forces to naturally weld the disparate systems together.



Fowl play: Bernard Matthews says lowest-ever poultry prices hit him hard, but new products are ready

Cheap birds peck at Matthews result

By GILLIAN BOWDITCH

THE lowest-ever poultry prices in real terms affected profits at Bernard Matthews, the meat group based in Norfolk, last year. After a record year in 1990, pre-tax profits in 1991 fell from £15.5 million to £13.2 million.

Bernard Matthews, the group's chairman, said he was pleased with the results under the circumstances, but added that it was too early to

say whether there would be much of an upturn this year.

The recession is also hurting the business, with the consumer trading down from high margin to lower margin products.

"As far as the recession is concerned, we do not see any light at the end of the tunnel," Mr Matthews said.

Turnover fell from £150 million to £148 million and the final dividend has been held at 2.5p, making 4.5p for the year, the same as last

year. Earnings per share fell from 12.4p to 10.6p.

The number of turkeys sold last Christmas fell slightly as competition from other meats and from chickens sold at very low prices increased. Prices of chickens have improved somewhat in the first three months of this year as the number of imported French fowls has declined.

Prices are expected to stabilise further following the acquisition of Unigate's

poultry business by Hillsdown Holdings, Britain's largest supplier of poultry products.

Mr Matthews said that last year, for the first time, no new products were launched, but he added that the group has several ready for launch this year.

The group's fish products business remains steady and profitable, Mr Matthews said.

Bernard Matthews shares were unchanged at 71p.

Revenue growth 8% in a recovery year. Earnings per share up 21%.

PRELIMINARY RESULTS

£1 = \$1.77 for 1991 (\$1.79 for 1990)

	Year to December		Change
	1990	1991	
REVENUE* (continuing operations)	£18,170m	£19,569m	+8%
PRE-TAX PROFIT	£945m	£1,050m	+11%
EARNINGS PER SHARE	23.0p	27.9p	+21%
DIVIDENDS PER SHARE	31.1p	33.6p	+8%

* including exchanges managed by Farmers

- Tobacco trading profit, up 14 per cent to £1,075 million, comfortably breaks £1 billion barrier for the first time.
- Cigarette volumes increased by 3 per cent with buoyant sales of international brands. Exports up 24 per cent.
- Financial services £232 million trading profit from continuing operations, despite losses suffered by Eagle Star's general business.
- Good performances from Farmers, Allied Dunbar and Eagle Star Life.
- Recommended final dividend of 11.2p. Total for the year 33.6p, up 8 per cent, demonstrates the Board's continuing commitment to dividend increases substantially in excess of the rate of inflation.



BAT INDUSTRIES

Full financial statements for the year ended 31/12/90 have been delivered, and for the year ended 31/12/91 will be delivered, to the Registrar of Companies, both of which carry an unqualified audit report. The full results are being posted to shareholders and copies are available from the Company Secretary, B.A.T. Industries p.l.c., Windsor House, 50 Victoria Street, London SW1H 0NL.

BUSINESS ROUNDUP

Diversification helps Steel Burrill Jones

HIGHER profits have enabled Steel Burrill Jones, the insurance and reinsurance broker, to raise its dividend despite the contraction in London's insurance market. Tony Keys, the finance director, says that while life is difficult for its reinsurance broking activities, the group's recent diversification has helped pre-tax profits grow 11.7 per cent to £10.5 million in the year to end-December. Brokerage income rose 22.6 per cent to £41 million.

With 45 per cent of group income in dollars, the figures were bolstered by an exchange gain of about £500,000. Investment income grew 6.1 per cent to £6.83 million, but the contribution from associates fell to £115,000, against £572,000 last time. The final dividend is raised from 8.25p to 9p, giving shareholders a total of 13.25p for the year, against 12.25p previously. Earnings rise from 19.17p a share to 19.94p.

Rentokil lifts earnings

RENTOKIL Group, the environmental services and property care group, increased its earnings by 27.6 per cent in 1991 from 12.22p a share to 15.59p. Pre-tax profits increased from £74.66 million to £94.6 million. There was an extraordinary charge of £3.9 million against the cost of completing environmental works in Virginia. Year-end net cash was £27.2 million. A final dividend of 2.9p a share (2.24p) increases the total from 3.3p to 4.23p. The shares rose 7p to 392p. *Tempus, page 28*

Clyde urges patience

CLYDE Petroleum, whose shares have slumped from 146p to 48p in one year, will ask shareholders to consider forgoing future dividends to help fund its exploration programme. The independent oil and gas company is investing in Malaysia, Burma and Vietnam. A final payment of 0.75p a share makes a total of 1.25p a share for 1991, unchanged on 1990. Net income fell from £10.49 million to £6.54 million after the payment of £8.39 million in interest charges. Earnings fell from 2.9p a share to 2p.

Bowthorpe warning

BOWTHORPE Holdings, which suffered an 11.4 per cent decline in profits in 1991, gave warning that any recovery this year would be modest and would come late in the second half. The electrical and electronic components company reported pre-tax profits down from £45.52 million to £40.32 million. Earnings fell from 16.01p a share to 14.04p but the final dividend is lifted from 4.13p a share to 4.34p, making 6.04p for the year (5.75p). Operating profits fell from £42.69 million to £38.53 million.

Bristol & West rises

BRISTOL & West Building Society increased its pre-tax profit by 11 per cent to £67.4 million despite increasing its total loss provisions from £6 million to £51 million during 1991. The society said the merger with the Chestnut Building Society contributed to the level of mortgage arrears and repossession. Retail savings increased 131 per cent to £36 million and lending rose 11 per cent to £1.3 billion. The society has assets of £7 billion and more than one million mortgage and investment accounts.

Hadleigh restates loss

ACCOUNTING errors have forced Hadleigh Industries, the automotive and engineering group, to restate interim figures announced for the six months to end-September and admit losses before tax of £535,000, against a £283,000 deficit already reported. The company said the further losses arose from incorrect allocation of spending and the writing-off of costs that were erroneously capitalised. David Maddison, the finance director, has resigned. On the USM, Hadleigh shares were unchanged at 54p.

Director leaves C&W

PETER van Cuylenburg, who played a leading part in the development of Mercury and is director of group interests in Organisation for Economic Co-operation and Development countries in the Cable and Wireless group, is leaving C&W at the end of March to join NeXT Computer Inc. Lord Young, C&W's chairman, said Mr Cuylenburg had assisted greatly in developing C&W's strategy, but had been offered a position as president and chief operating officer of NeXT. C&W results for the year to end-March are due in June.

Costs of closure stagger ASH

By MARTIN BARROW

AUTOMATED Security (Holdings) is making extraordinary provisions of £15.2 million for 1991, virtually wiping out attributable profits for the year.

Provisions include costs of £5.9 million related to the closure of the ill-fated major systems business after just 18 months.

The security and loss prevention group, which suffered a 20 per cent slump in profits at the pre-tax level, is reducing the final dividend from 3.1p a share to 2.83p, leaving an unchanged total of 4.9p.

After dividend costs, the company is left with an overall deficit totalling £8.12 million.

Pre-tax profits in the year to end-November fell from £33.2 million to £23.2 million, struck after an exceptional charge of £3.5 million against redundancy and rationalisation, together with adjustments to long-term contracts. Earnings fell from 23.3p a share to 11.4p.

The two core businesses showed resilience in the recession, with security systems earning £35.1 million, compared with £37.2 million, and loss prevention contributing £12 million, up from £10.6 million.

But the picture was clouded by losses of £2.6 million at MSS, the major systems subsidiary that earned profits of £800,000 in the previous 12 months through security packages for projects such as Canary Wharf.

Extraordinary charges included closure costs at MSS, aborted project costs related to the proposed flotation of

the loss prevention business (£4 million) and provisions against investments (£5.3 million).

Tom Buffett, chairman and chief executive, said the maintained dividend reflected prospects in core businesses.

"The loss in MSS was a one-off, which will not be repeated."

"We have cleared the decks and must go forward from here. If we saw this as a decline in the main business we may have thought again about the dividend."

Loss prevention would continue as an integral part of the business, Mr Buffett said. ASH shares fell from 133p to 108p.

BAUER AKTIENGESELLSCHAFT

The Annual General Meeting of Bauer Aktiengesellschaft will be held on 29th April, 1992 in Cologne. Payment of a Dividend of 20% for the year 1991 will be proposed.

Copies of the Company's Annual Report for 1991 in English will be available from:

Hombros Bank Limited,
Hilfstrasse Bank Limited,
Meinertson Bank Limited,
S.G. Wapburg & Co. Ltd.

United Kingdom Shareholders who wish to attend and vote at the Annual General Meeting should by 28th April, 1992, inform S.G. Wapburg & Co. Ltd., Paying Agency, 2 Finsbury Avenue, London EC2M 3PA who will make the necessary arrangements on their behalf.

Under Section 125 of the German Companies Act, the Board of Management is only obliged to provide information on proposals and nominations that may be made by shareholders if the parties concerned prove their standing as shareholders in good time.

BAUER AKTIENGESELLSCHAFT
19th March, 1992

مكتبة النور

Cadbury buys top Mexican mineral water producer

BY GILLIAN BOWDITCH

CADBURY Schweppes, the confectionery and drinks group, is paying £188 million for Mexico's biggest mineral water business, FEMSA Aguas Minerales. The British company is financing the deal by means of £145 million placing.

Aguas Minerales is Mexico's leading bottler and distributor of mineral water, with a 68 per cent share of the Mexican market. It is owned by the fifth-largest private company in Mexico, which has recently moved into banking and is selling the mineral water company to raise mon-

ey to finance its banking move.

Cadbury is paying 26 times historic earnings for the group. The price split is £25 million for Aguas Minerales brands, £60 million for net assets and £100 million for goodwill, which will be written off. The business is being purchased debt-free.

Cadbury is raising most of the purchase price through a placing of 34.4 million shares at 425p. The issue has been fully underwritten and the brokers to the issue are Hoare Gowett. Cadbury's shares fell 10p to 433p in the market.

The new shares represent 4.7 per cent of the enlarged ordinary share capital of the company and the placing is not conditional on completion of the acquisition.

The £42.9 million of cash which Cadbury is using to pay for the deal will take its gearing ratio from 39 per cent to 42 per cent. Dominic Cadbury, the group's chief executive, said the effect of the deal would be to dilute margins by about 1½ per cent in the next financial year.

The brands being purchased by Cadbury include Peñafiel, the market leader in Mexico, Balseca, Eriquetta and Amil. Aguas Minerales has five bottling plants and 3,900 employees.

Mr Cadbury said large-scale closures and redundancies would not be necessary. The group already makes between £3 million and £4 million profits a year in Mexico through sales of Crush and Canada Dry, and Cadbury intends to integrate its distribution facilities.

Mexico is the second-largest market for soft drinks in the world, with a population of 81 million growing at a rate of 2.1 per cent a year. Around 70 per cent of the population is under 30 years of age. The deal will give Cadbury a 5.7 per cent share of the Mexican soft drinks market.

Aguas Minerales sold 423 million litres of plain and flavoured mineral water last year. Sales were around £73 million and profits £13 million.

Frank Swan, managing director of the Cadbury Schweppes beverages division, said the deal was part of the group's strategy to develop its global beverage business. He said the group had undertaken extensive tests on the quality of the water business it had acquired and he praised the Mexican management.

When asked whether there was potential to export the Mexican water, he said: "Exporting water from Mexico is almost an oxymoron. People tend to avoid the water in Mexico but there may be some possibilities of exporting it into those parts of the US which have large Mexican populations".

A small refillable bottle of Peñafiel water in Mexico costs about 10p retail. Mr Swan said locals as well as tourists drink bottled water in Mexico because of the worries over drinking tap water.

Diary page 29



A taste for acquisition: Dominic Cadbury, the group chief executive

CE Heath aims to float its Australian subsidiary

BY OUR CITY STAFF

CE HEATH is to float its Australian subsidiary CE Heath International Holdings (HIH) on the Australian stock market in a move that will cut the insurance broking group's gearing to less than 30 per cent.

The Australian public is expected to be offered 72 million HIH shares at Aus\$1.5, raising Aus\$108 million (£47.4 million). None of the shares will come from Heath's existing 90 per cent holding. The group will issue new shares that will dilute its stake in HIH to 44 per cent.

The move is part of its strategy of boosting broking activities and reducing its exposure to underwriting with its associated risk and requirement for capital.

Heath said repaying HIH debts and buying certain of its assets would cost some £13.5 million. The flotation would knock £6.9 million off the parent company's pre-tax profits for the year to March 1993 - £4.8 million from lost HIH earnings and £2.1 million in funding costs.

The group expects to make an exceptional charge of £10.9 million in its accounts for the financial year ending this month, to cover losses on HIH's discontinued aviation insurance business.

HIH is a general insurer, concentrating on liability insurance such as workers' compensation, public liability and professional indemnity, with subsidiaries in California, New Zealand and Hong Kong. HIH's management will retain some 18 per cent of the enlarged share capital but has the right to sell its shares to Heath if the float does not go ahead by the end of 1993. The offer is subject to approval of Heath shareholders.

Heath has promised not to sell any of its own shares for two years after the offer, but said it believed its stake represented "a substantial and

marketable asset for the group in the future". As part of the deal it will buy HIH's 5 per cent holding in Trade Indemnity Group for Aus\$16.8 million in cash.

HIH made a pre-tax operating profit of Aus\$24.6 million in 1991 on gross pre-

miums of Aus\$365.7 million and at the end of last September had net assets of Aus\$39.7 million. The company is forecast to make a profit of Aus\$43.7 million in 1992. Full terms of the float will be released when the prospectus is registered on April 3.

South Africans prepare for investment boom

BY JON ASHWORTH

SOUTH Africa is primed for a wave of foreign investment after Tuesday's referendum, in which white voters threw themselves resoundingly behind President FW de Klerk's reforms.

A "yes" vote from just under 70 per cent of the white electorate has given Mr de Klerk the mandate he needs to press on towards the goal of an interim government. His victory was welcomed in London and other world financial centres, which had been ready to reimpose sanctions in the event of a "no" vote.

John Taylor, mining analyst at James Capel, said the convincing victory would spur new investment. Even Scandinavian countries, once South Africa's most vitriolic opponents, are showing signs of interest in the country.

Norman Riddell, chief executive of Capital House, the investment management arm of the Royal Bank of Scotland, said the firm would take a serious look at the South African market. He said, however, that the low level of liquidity on the Johannesburg stock exchange, where annual turnover is typically about 5 per cent of market capitalisation, gave cause for alarm. Capital House is one of several investment groups thinking of adding a South Africa recovery fund to its portfolio.

The African National Congress wants a ban on new investment in the republic until an interim government is in place. However, British groups, such as Abbey Life, are already investing in South Africa, and institutional investors have eagerly participated in the republic's bond issues in international capital markets. Anglo American and De Beers jointly hailed the outcome of the referendum as "outstanding" and said the result was a "resounding vote in favour of rejoining the world community and competing in the international economy".

The two companies said the referendum closed the chapter of racially exclusive politics and pointed the way

forward for "all South Africans to confront together the real problems facing the country: the lack of economic growth, poverty, crime, violence and unemployment".

The South African Chamber of Business said: "The decisive outcome of the referendum will undoubtedly have a positive effect on the medium and long-term performance of the economy and should lead to any remaining trade and other sanctions being lifted soon." The onus was now on South Africa to create stability and growth that would promote investment and job creation.

Markets in Johannesburg ended on a strong note as polling results filtered through. Trading in the financial rand, regarded as a barometer of foreign investor sentiment, resumed after a suspension of operations by most institutions for fear of volatility during region-by-region announcements of the referendum results.

The South African budget was all but unnoticed in the euphoria surrounding the referendum result. Exports were expected to show a marginal increase. Lack of investment is seen as an important reason for the economic slowdown of the past three years.

The South African finance department said multinational firms were increasingly aware of South Africa's attractions as a springboard for business in the region. The republic's economy is expected to grow by 1 per cent in 1992 after a three-year slowdown but living standards will fall.

The Co-operative Wholesale Society has decided to re-establish trading links with South Africa, which were broken off in October 1985. Up to 4,700 co-op stores in Britain will be free to stock South African goods. Sir Dennis Landau, CWS chief executive, said he was convinced that sanctions had helped to bring about change in the republic.

De Klerk's triumph, page 1
Apartheid ending, page 18
RW Johnson, page 20
Leading article, page 21

European Leisure dives into the red

BY MARTIN WALLER

EUROPEAN Leisure, the discotheques and snooker clubs group under investigation by the Serious Fraud Office, plummeted to a £56.4 million attributable loss in the six months to end-December as a result of the "new broom" policy of Ian Rock, the managing director.

About a fifth of the group is up for sale and European, owner of the Hippodrome club in London, hopes to raise £10-£12 million to cut borrowings of £76 million. But that aim has required exceptional write-offs of £34.6 million to reflect probable losses, while changes in accounting standards have taken another £12.3 million from profits. European incurred a £45.8 million pre-tax loss (£4.4 mil-

lion profit). There is no interim dividend on either ordinary (0.5p) or preference shares.

Mr Rock said contact with the fraud office had been limited to just two telephone calls since the enquiry into 1990's hostile bid for Midsummer Leisure became public last week.

The group has reached agreement in principle with its bankers for the provision of further borrowing facilities for the period to April next year and does not expect to be in breach of banking covenants in that period. Mr Rock said the start of the second half had been stable, but consumer spending was showing no sign of improvement. The shares fell 1p to 3p.

Mosaic Investments issues profits warning

BY PHILIP PANGALOS

SHARES in Mosaic Investments, the engineering and marketing services mini-conglomerate, dived 86p to 120p after the company issued a profit warning.

Poor trading in January and February, and "significant" lower profits from the marketing division, will "materially affect" the group's results for the year.

A rationalisation programme at the marketing services division is in progress, involving the closure of loss-making units, with the costs

to be taken as an extraordinary item. Mosaic is also likely to show a "modest" exceptional charge, relating to cost-cutting of existing activities.

Mosaic stressed that other divisions continue to be profitable and are generally in a strong position, although some sectors are trading below expectations. "We are not going to be reporting a loss. We are in a better position than most, although we think that the market has overreacted," the company said.

Diary page 29

Hayter ousts chairman

BY OUR CITY STAFF

HAYTER Brookbank, the Lloyd's members' and managing agent, has removed John Hayter as chairman and appointed John Shipton, a past chairman of Bowring (UK), in his place.

George Stevens, group managing director, said the board had asked Mr Hayter to step down as chairman of the holding company and its managing agency subsidiaries, but he had declined.

Mr Stevens said: "It was felt that the company required a cohesive and single minded approach in the boardroom to tackle problems and grasp the opportunities that lay ahead." A company spokesman said it was felt that Mr Hayter was no longer in tune with the needs of Lloyd's. "There is no scandal. The



Hayter: being replaced company has changed at a rapid speed. Mr Hayter was no longer in sync with the market." Mr Hayter was unavailable for comment.

In a separate development, a single High Court judge has been assigned to deal with the

hundreds of cases now in the pipeline involving disputes over the Lloyd's insurance market.

Mr Justice Evans, acting as administrator of the Commercial Court, announced yesterday that Mr Justice Saville will hear all existing and future cases concerning the conduct or management of business at Lloyd's, except for one case - Ashmore v Lloyd's - which is already part-heard before another judge.

It is hoped that the arrangements will ensure that the Lloyd's cases, including more than 700 writs issued recently by names, can be dealt with as economically and conveniently as possible.

Solicitors acting in any litigation that might benefit from being included are asked to notify the clerk to the Commercial Court.

PETER Clowes, serving a prison sentence for fraud, and his wife, Pamela, have been ordered by the High Court to pay damages to the trade department, which took over the claims of thousands of small investors who lost out in the collapse of the Barlow Clowes investment group.

Clowes, serving a ten-year sentence for fraud, sat impassively between prison officers in court as Sir Donald Nicholls, the Vice-Chancellor, said it was "incontrovertible" that there had been a fundamental breach of the contract entered into by investors and there was "no defence" to the claim for damages.

Mrs Clowes, said to be jointly liable with her husband for the millions missing from Barlow Clowes and Partners, was not in court.

The amount of damages to be awarded will be assessed later. The trade department claim is one of many against Clowes, aged 49, who cheated investors of an estimated £113 million by falsely promising to invest in govern-

ment gilt-edged securities and spending the money on a yacht, executive jet, expensive cars and various business enterprises.

Only £1.9 million of a £115 million investment fund was found to have been invested in government stock. The trade department paid out £150 million in compensation to investors after its attempts to regulate Barlow Clowes were strongly criticised by the Parliamentary Ombudsman.

In yesterday's case, the department asked the court to grant summary judgment in the sum of £19.8 million, representing the losses suffered by investors in Barlow Clowes and Partners before the management of its funds was taken over by Barlow Clowes Gift Managers in 1987.

The Vice-Chancellor said that application was "misconceived", but he went on to say that investors were the victims of a fundamental breach of contract in June 1988, when BCGM was compulsorily wound up.

He said: "I will therefore give judg-

ment for the DTI against both defendants for damages to be assessed in respect of that breach."

He added that the court would sit again shortly to decide what sort of interim payment should be made pending final assessment.

Clowes, who is fighting the case with the benefit of legal aid on the basis of a nil contribution, and his wife, aged 48, who has an emergency legal aid certificate, are considering whether to appeal against the ruling.

At present, the Clowes's assets are charged to the joint liquidators of Barlow Clowes, leaving the couple without funds. They were ordered to pay the trade department's legal costs. However, the order is not to be enforced without further leave of the court. Effectively, this means the costs order will not be implemented unless the couple accumulate money in the future.

The judge stressed that Mrs Clowes, although involved in the partnership, "had no personal involvement whatever in partnership business".

Hoechst

Invitation to the Annual General Meeting

Notice is hereby given that the Annual General Meeting will be held at 10 a. m., on Tuesday, 28th April 1992, at the Jahrhunderthalle Hoechst, Frankfurt am Main

Agenda

1. Presentation of the approved annual financial statements, the Group financial statements, and the combined management report of Hoechst Aktiengesellschaft and the Group for the financial year 1991, together with the report of the Supervisory Board
2. Allocation of the unappropriated retained earnings
- It is proposed to pay a dividend of DM 12.- per share of DM 50.- nominal value.
3. Ratification of the acts of the Board of Management
4. Ratification of the acts of the Supervisory Board
5. Approval of a profit-and-loss transfer agreement
6. Election of the statutory auditor for the financial year 1992

The full agenda, including the proposed resolutions, is contained in the Bundesanzeiger no. 55 of 19th March 1992.

Shareholders wishing to be present and to vote at the Meeting must comply with Article 14 of the Articles of Association and deposit their share certificates during usual business hours by Tuesday, 21st April 1992, at the latest until after the Meeting, at one of the depositaries listed in the Bundesanzeiger no. 55 of 19th March 1992, or in the United Kingdom, at the offices of

S. G. Warburg & Co. Ltd.
1 Finsbury Avenue
London EC2M 2PA

Hoechst Aktiengesellschaft
Frankfurt am Main, March 1992

JENNIFER

Making a drama at Trade Indemnity

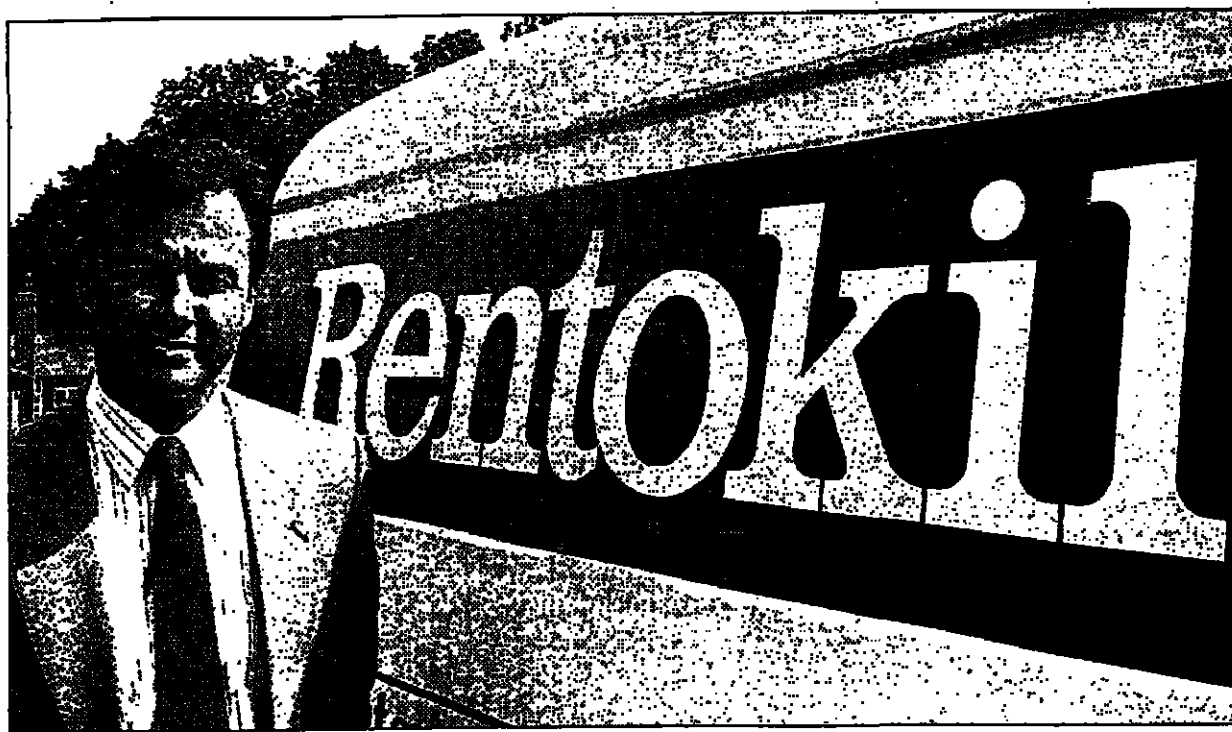
TRADE Indemnity, the credit insurer, has long been a barometer of British business. So it should have come as no surprise, given the severity and depth of the recession, when the company reported a pre-tax loss of £46.6 million for 1991 and passed its dividend for the first time.

The reaction of the stock market, a 13p fall in the share price to 30p, suggests otherwise, but then with less than 20 per cent of the shares normally traded, TI stock can be relied on to make a drama out of a crisis.

Just about the only positive thing that can be said about the impact of the recession is that it has raised the business community's awareness of the service that TI offers. Assets are insured as a matter of course, so why not debtors?

But 1991, or come to that the preceding two years, were never going to be good years for those that insure debts. Last year, TI's customers reported 8,824 business failures, about 60 per cent up on the year before, while the company paid out about £163 million in claims.

Underwriting losses, even on continuing business, are horrendous. The now closed year of 1989 has resulted in a loss of £19.3 million, about £4.5 million more than provided last year. But 1990 was far worse. Total losses are estimated at £37.5 million, £20.6 million more than previously provided. The big question mark hangs over 1991, although the 40 per cent increase in premium rates should ease things considerably, with gross premium income rising 29.5 per cent to £136 million. The less said about the discontinued businesses, which fatally included commercial mortgage



Preservation in a world recession: Clive Thompson, the chief executive of Rentokil, has not faltered

indemnities, the better, with £25 million of additional provisions required.

An underwriting loss of £50.6 million has put paid to the £39 million proceeds of last May's rights issue. Solvency margins at 93 per cent look fine, but the shares' appeal must be restricted to those who can foretell the timing and extent of any recovery.

Rentokil

MAYBE Clive Thompson should set himself a stiffer target. Having committed himself to increasing earnings at Rentokil by at least 20 per cent a year, the chief executive returns a 27.6 per cent rise for 1991, brushing aside the impact of the deep recession with contempt.

Never mind that the economies of Britain and America remain depressed. In each case Rentokil increased profits by 15 per cent and 41 per cent to £42.3 million and £6.3 million respectively.

In the UK, property care and timber preservation disappointed, but this was offset by good performance from higher margin businesses, such as healthcare and hygiene.

The Asia Pacific and Africa region is proving lucrative, lifting profits by 57 per cent to £17.4 million, with strong growth in Singapore, Malaysia, Hong Kong and even Australia and New Zealand. Europe came in at 45 per cent higher at £27 million. Net cash at the year-end

was £27.2 million after acquisitions costing £43.6 million.

A strong balance sheet and growth prospects underpin the 28 per cent dividend increase to 4.23p for the year.

It is this sort of record that thrust Rentokil into the FTSE 100 index last year. Under Mr Thompson, in the hot seat for ten years, the company has not put a foot wrong.

Continued geographical expansion should ensure that Rentokil at least equals its 20 per cent growth target this year, ensuring earnings of at least 18.7p a share.

The shares, up 7p to 392p yesterday, lost still 24p on a 12-month high, trade on a heady rating of 20. This

should not deter potential investors: the 5-for-2 share split will improve liquidity.

The canny Dances who invested £2,000 in the company back in the Twenties now own a 55 per cent interest worth £845 million and are, apparently, in no hurry to sell — although this will certainly become an issue in the longer term.

Marley

MARLEY has done well out of the collapse of the Berlin Wall and will equally welcome yesterday's "yes" vote for the dismantling of apartheid. Strong performances from overseas, from Germany and South Africa especially, were a feature of 1991 results and counter-

balanced the disastrous showing in Britain.

George Russell, the chairman, claims his company is the dullest in the world. But it, along with Rugby Group, which also reported this week, could provide a lesson for some of the bigger and more exciting combines on how to keep your head above water in a recession. Pre-tax profits were a creditable £25 million, against £14.3 million last time, although they did not have to contend with 1990's £7.7 million exceptional item for rationalisation.

That threw up the expected £23 million to £24 million of cost savings, and the further merger of the British heavyweights interests will clip another £4 million off annual overheads. But the engine for growth in the current year will again be overseas.

In America, housing starts are on the up again. In Germany, reunification led to a DIY boom that saw the existing retailers in the West rushing to build 200 new supermarkets to cope with demand. In South Africa, Marley has a business waiting for the apparently inevitable building boom.

British bricks, blocks and pavings lost more than £6 million last year and the prospects for this year are little better. But overall the group should have no difficulty matching current market forecasts, for example, that from Donald Anderson, at Hoare Govett, who is looking for £30 million pre-tax.

This puts the shares on a forward multiple of 17, which suggests little further progress. But the maintained dividend gives an historic yield of 6.8 per cent, and the shares remain a long-term hold.

Overseas falls put pressure on Dow

New York — Blue chip prices were subdued in early morning trading after a brief bounce. Their weakness was due to falls in overseas shares and high yields in Treasury bonds. Analysts said falls in Tokyo and London had dampened sentiment among investors. The Dow Jones industrial average rose 1.34 points to 3,257.38 in morning trading. About 18 million shares had changed hands at that point.

□ Frankfurt — Share prices

ended barely changed, over shadowed by Friday's simultaneous expiry of four contracts on the German futures and options exchange.

"The market is still hesitating ahead of the quadruple witching hour on Friday," said Helmut Siegers at Dresdner Bank.

There were fears of last-minute volatility as dealers tried to set favourable settlement prices. The 30-share Dax index closed 2.11 points firmer at 1,732.18. (Reuters)

Nikkei closes weaker

Tokyo — Shares closed weaker but off the day's lows in nervous, volatile trade. The Nikkei average ended down 153.32 points at 19,764.31. If the Nikkei should sink below 19,000, the yen would be under strong selling pressure, dealers said.

□ Singapore — Share prices drifted lower in featureless trading as investors remained withdrawn pending a recovery in Tokyo.

The Straits Times industrial index closed at 1,441.84, down 3.52 points from Tuesday's finish. Trading volume

rose to 24.17 million shares from 19.37 million. Losers outnumbered gainers by 129 to 46.

□ Sydney — Australian shares followed Tokyo to a weaker close, finishing on their lows for the day under pressure from Japanese selling on the local market. Brokers said falls were across the board but blue chips, favoured by Japanese investors, were hit hardest.

The All Ordinaries index lost 10.8 points to 1,568 after rising four points to 1,583 in early trading. (Reuters)

STOCK MARKETS

Millions wiped off privatised companies

THE shadow of re-nationalisation loomed large over the City as the Labour party published its election manifesto. Millions were wiped off the value of privatised companies on fears that shares would be bought back on the cheap by a Labour government.

Until now, renationalisation by Labour had been treated as an empty threat by dealers in the Square Mile.

Rolls-Royce, the aero engine group, was steady at 149p, helped by a strong buy recommendation from Henderson Crosthwaite, which rates the shares a major recovery situation. It points to a £6.6 billion record order-book, shareholders' funds of £1.12 billion and £52 million cash.

Labour promises to "stop excessive price rises in water, electricity, telephones, transport and NHS prescriptions".

Market-makers slashed prices to deter possible panic selling. Their manoeuvre seems to have been successful. By the close of business, a total of only 453 million shares had been trad-

ed. Dealers were last night saying that the privatised companies faced a rough ride in the weeks leading up to polling day on April 9.

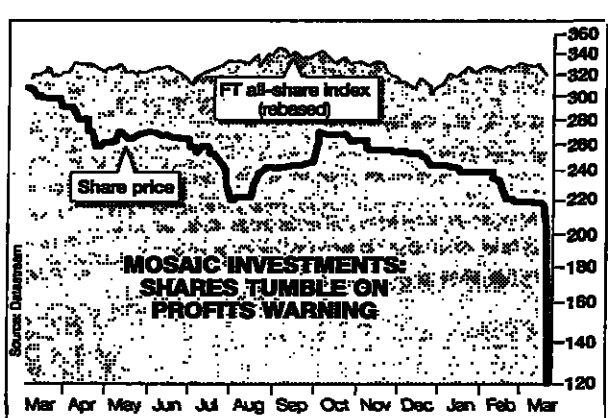
Water companies were probably hardest hit. Losses were recorded across the board, with Anglian down 14p to 332p, Northumbria 15p to 363p, North West 10p to 342p, Severn Trent 10p to 321p, Southern 8p to 320p, South West 11p to 333p, Thames 13p to 341p, Welsh 7p to 366p, Wessex 13p to 371p and Yorkshire 10p to 357p.

Electricity distributors also blew a fuse. There were losses for Eastern, 6p to 228p, East Midlands, 8p to 234p, London, 6p to 256p, Manweb, 12p to 292p, Midlands, 6p to 246p, Northern, 8p to 248p, Norweb, 8p to 268p, Seeboard, 6p to 254p, Southern, 6p to 244p, South Wales, 8p to 287p, South West, 6p to 252p, Yorkshire, 7p to 297p. The Electricity Package also suffered a big drop, ending £75 down at £2.543. The power generators, already overshadowed by the prospect of increased regulation, fared little better with National Power losing

5p at 194p, PowerGen 6p to 203p, Scottish Hydro 3p to 100p and Scottish Power 2 1/2p to 98p.

The threat to other privatised companies appears less, but there were setbacks for the likes of British Telecom, 1p to 318p, British Aerospace, 1p to 313p, BAA, 2p to 545p, British Airways, 2p to 245p, and Associated British Ports, 3p to 345p.

Conditions in the rest of the market remained volatile, a trend that brokers expect to continue until the polls. The FT-SE 100 index ended 26.5 lower at 2,464.7. Govern-



ment securities remained in the doldrums as scope for a cut in interest rates before the election receded further after another nervous performance by the pound.

Prices managed to close off the bottom but still showed losses of around 1% by the close.

Cadbury Schweppes, the confectionery and soft drinks group, dropped 10p to 433p after Hoare Govett, the stockbroker, made a private placing of 34 million shares at 425p. The money will be used to finance the acquisition of Mexico's leading mineral

water supply company. Full-year figures from BAT Industries, the tobacco and financial services group, were in line with market forecasts, with pre-tax profits topping £1 billion for the first time.

Rival Rothmans International fell 26p to £10.13 after a profits warning from its Australian operation. Analysts say profits from Australia are likely to drop by one-third. Last year Rothmans made pre-tax profits of £542 million.

Mining stocks, and shares with a South African flavour, were strongly affected, while voted overwhelmingly for President de Klerk's programme of constitutional reform.

There were widespread gains among South African stocks. Among the winners, Barlows Rand advanced from £8.16 to £8.18, Anglo American from £17.41 to £19.91, Durban Deep from 262p to 268p, E Rand Prop from 146p to 149p, Freeport from 481p to 484p, and Vaal Reef from £30.4 to £32.11. Charter Consolidated added 10p to 488p.

Shares in Mosaic Investments, an engineering to-

marketing services mini-conglomerate, plunged 86p to 120p after the company issued a profits warning. Mosaic said results from its marketing services operation had fallen "materially below expectations".

Speculative buying continued to push Midland Bank higher as investors assessed the bid from Hong Kong & Shanghai Bank. Market esti-

mates currently range from 350p to 400p a share. The possibility of a counter-bid is not being ruled out. The rest of the banks saw much of the previous day's gains whittled away, with Barclays losing 11p to 330p, Lloyds 13p to 375p, National Westminster 5p to 297p.

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MICHAEL CLARK

Lonrho shares leave Footsie

BY MARTIN BARROW

LONRHO, the conglomerate headed by Tiny Rowland, has been removed from the FTSE 100, after a sharp fall in its share price.

Concern over debt, trading prospects and succession problems has pulled the shares down from 277p to 98p over 12 months, via a seven-year low of 85p. Lonrho has been part of the index since January 1988.

Three other companies — Trafalgar House, Tarmac and Royal Insurance — have

also been removed after a quarterly meeting of the London Stock Exchange. The four are replaced by the return of ECC Group, Bowater, Siebe and Coats Viyella.

Trafalgar House, whose shares fell 2p to 126p yesterday, against a 12-month high of 261p, has been further affected by problems at Davy Corporation, the engineering contractor rescued from the brink of collapse last year. Royal Insurance shares were unchanged at 173p, com-

pared with a peak of 491p for the 12-month period.

Membership of the FT-SE 100 usually lifts shares as it attracts investment from large funds that are obliged to track the index. Deletion of Lonrho results in an extended period of underperformance.

The new reserve list, used to replace members that are withdrawn, are De La Rue, Carlton Communications, Granada Group, Standard & Chartered, T1 Group and SG Warburg.

Portals prints more money

PRE-TAX profits at Portals, the company that supplies the Bank of England with banknote paper, rose by 2.7 per cent to £27.6 million on sales up 2.2 per cent at £194 million. Earnings per share rose 2.7 per cent to 31.4p. Final dividend is 8.8p making 13.8p for the year.

Demand for banknote paper after the Gulf war helped boost profits at the security and specialist paper-making division by 21 per cent to £16.5 million. The shares rose 13p to 386p on the results.

Previous total dividend was 2.9p. Turnover slipped to £9.64m (£11.6m). Company said it is continuing to win new business.

Final results. Previous total dividend was 8.8p. Turnover fell to £36.5m (£39.5m). Group expects trading to remain difficult.

Final results. Previous profit was £446,685. Last time a total dividend was 1.08p. Group said the current sales outlook is good.

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NOTICE OF MEETING

Clerical Medical

Annual General Meeting

Notice is given that the 168th Annual General Meeting of the Clerical, Medical and General Life Assurance Society will be held at 8 John Adam Street, London WC2N 6EZ on Wednesday, 15 April 1992 at 2.30pm for the following purposes:

- To receive the Directors' Report and the Audited Accounts for the year ended 31 December 1991.
- To receive a Report on the actuarial valuation of the Society's liabilities as at 31 December 1991, made for the purpose of a distribution of profit.
- To re-elect Directors and to fix their remuneration.
- To re-appoint the Auditors and to authorise the Directors to fix their remuneration.
- To transact any other ordinary business of an Annual General Meeting.

Any member entitled to attend and vote at the Meeting may appoint a proxy to attend and vote instead of him.

A proxy need not be a member of the Society.

Any instrument appointing a proxy must be deposited at the undermentioned address not less than 48 hours before the time fixed for the Meeting.

By order of the Board Temporary London Head Office
S A M Fogarty The Little Adelphi
Secretary 10-14 John Adam Street
London WC2N 6HA
18 March 1992

Clerical Medical Investment Group comprises:
Clerical, Medical and General Life Assurance Society and its subsidiaries

COMPANY BRIEFS

LIONHEART (Fin)
Pre-tax: £2.63m
EPS: 1.3p (0.62p)
Div: 0.3p (nil)

SPANDEX (Fin)
Pre-tax: £4.2m (£4.3m)
EPS: 20.4p (24.4p)
Div: 4.1p, mkg 6p (5.5p)

RPS GROUP (Fin)
Pre-tax: £493,000 Loss
EPS: 3.36p (EPS: 9.49p)
Div: 0.8p, mkg 2p (3.2p)

SANDERSON MURRAY
Pre-tax: £1.55m
EPS: 44.1p (32.3p)
Div: 7p, mkg 10p (10p)

MAUNDERS (JOHN) GP
Pre-tax: £2.19m (£2.58m)

Profit last time was £704,000. Preference dividend arrears cleared. Restructuring complete. Sales rose to £32.3m (17.6m).

Turnover up 24 per cent to £52m. Group benefited from expansion into continental Europe, offsetting effect of recession in Britain.

Profit last time was £1.74m. Reorganisation costs led to an exceptional debit of £28,000. Turnover fell to £8.93m (£9.63m).

Final results. Comparative figures are for 18 months to end-1990. Last time's profit was £836,000. Turnover rose to £72.3m (£22.6m).

Interim results. Turnover declined to £26.8m (£29.2m). Company said

EPS: 5.97p (6.84p)

Div: 2.3p (2.3p)

TRY GROUP (Fin)

Pre-tax: £2.21m (£1.8m)

EPS: 4.89p (5.85p)

Div: 4p, mkg 6p (6p)

WSP HOLDINGS (Fin)

Pre-tax: £1.06m (£1.5m)

EPS: 7.2p (10.1p)

Div: 1.8p, mkg 2.8p

BRITISH MOHAIR HLDGS

Pre-tax: £2.62m (£2.52m)

EPS: 13.71p (12.71p)

Div: 7.1p, mkg 8.5p

ARCOLLECTRIC (HLDGS)

Pre-tax: £316,299

EPS: 3.80p (4.38p)

Div: 0.58p, mkg 1.11p

it is well placed to take advantage of any upturn in housing market.

There was an extraordinary loss of £3.23m, relating to provisions against property assets, and an exceptional debit of £1.15m.

Previous total dividend was 2.9p. Turnover slipped to £9.64m (£11.6m). Company said it is continuing to win new business.

Final results. Previous total dividend was 8.8p. Turnover fell to £36.5m (£39.5m). Group expects trading to remain difficult.

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WORLD MARKETS

Overseas falls put pressure on Dow

New York — Blue chip prices were subdued in early morning trading after a brief bounce. Their weakness was due to falls in overseas shares and high yields in Treasury bonds. Analysts said falls in Tokyo and London had dampened sentiment among investors. The Dow Jones industrial average rose 1.34 points to 3,257.38 in morning trading. About 18 million shares had changed hands at that point.

□ Frankfurt — Share prices

ended barely changed, over shadowed by Friday's simultaneous expiry of four contracts on the German futures and options exchange.

"The market is still hesitating ahead of the quadruple witching hour on Friday," said Helmut Siegers at Dresdner Bank.

There were fears of last-minute volatility as dealers tried to set favourable settlement prices. The 30-share Dax index closed 2.11 points firmer at 1,732.18. (Reuters)

Nikkei closes weaker

Tokyo — Shares closed weaker but off the day's lows in nervous, volatile trade. The Nikkei average ended down 153.32 points at 19,764.31. If the Nikkei should sink below 19,000, the yen would be under strong selling pressure, dealers said.

□ Singapore — Share prices drifted lower in featureless trading as investors remained withdrawn pending a recovery in Tokyo.

The Straits Times industrial index closed at 1,441.84, down 3.52 points from Tuesday's finish. Trading volume

rose to 24.17 million shares from 19.37 million. Losers outnumbered gainers by 129 to 46.

□ Sydney — Australian shares followed Tokyo to a weaker close, finishing on their lows for the day under pressure from Japanese selling on the local market. Brokers said falls were across the board but blue chips, favoured by Japanese investors, were hit hardest.

The All Ordinaries index lost 10.8 points to 1,568 after rising four points to 1,583 in early trading. (Reuters)

WALL STREET

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BAT recovery taking shape

BAT Industries is, at long last, beginning to see light at the end of the sorry black hole called Eagle Star, whose ill-fated mortgage indemnity debacle has cost millions. If BAT is spared a Labour victory on April 9 — and Sir Patrick Sheehy, the chairman, fears that Labour's tax proposals would compound current mortgage difficulties across every tax band — then the quality of BAT's 1992 profits will improve markedly.

In the year ended December, BAT posted pre-tax profits of £1.05 billion (£945 million), despite having to absorb pre-tax losses from Eagle Star of £394.3 million (up from losses of £127.9 million). And BAT is sticking fast to its promise of increasing the year's dividend substantially above the rate of inflation. A 1991 dividend 8 per cent higher (twice the rate of inflation) at 33.6p a share will be of comfort to income-conscious investors, and it is no great matter that the dividend is not covered by net earnings of 27.9p a share. Barring accidents, BAT's earnings potential from 1992 and beyond is solid enough to ensure, in a relatively short time, that dividends will be covered twice.

Trading profits from tobacco operations crossed the £1 billion mark for the first time, helped by greater inroads into Europe and by belated price increases in Brazil. Further profit advances from tobacco are expected in 1992. It should, however, be within financial services where BAT is seen to be making the most profits headway, and if Eagle Star's losses are all but eliminated, that would do wonders for BAT's investment credibility. BAT's tax bill at 54 per cent, of which Advance Corporation Tax write-offs accounted for £85 million, would be much relieved by a UK acquisition while the group puts Eagle Star back on to its feet.

Pre-tax profits in 1992 of £1.49 billion, equating to net earnings of 48.7p a share, would aptly demonstrate that BAT's days of disappointment are over. On 13.8 times prospective earnings, backed by a 6.7 per cent yield, the shares do not look as if they are about to suffer an accident.

Midland options

The merger agreement between Midland Bank's Sir Peter Walters and William Purves of HSBC, which at first sight seemed straightforward, is already being seen as only the first public stirring of behind-the-scenes manoeuvrings that have some way to go before Midland's is resolved. Until recently, Midland was seen as a sad case of decay being cleaned up for an uncertain future. As the results of that action are projected forward, the possibility of Midland reviving as an independent force, as Lloyds did in the Eighties, looks a serious option, along with a contest between HSBC, a continental bank or even Lloyds, which would become the biggest clearer if it bought Midland.

Midland should recover smartly this year and even more dramatically in 1993 and 1994, depending on economic recovery and how quickly the domestic provisions, some 2.5 per cent of lending last year, come down to a more normal level of about 1 per cent. On an optimistic view, 1993 earnings could be about 50p per share in 1993, partly thanks to a sub-normal tax charge. That could easily justify a takeover price equivalent to more than 400p per share, given that there are few opportunities to buy a big name that has about 16 per cent of the British banking market and useful continental and merchant banking interests. In an agreed merger with no competition, HSBC may calculate that disappointed Midland shareholders, including Kuwait, may not be so choosy.

Martin Waller explains how Britain's biggest drinks group recovered from a disastrous 1987 to become a strong

stock market performer

The miraculous recovery enjoyed by Ernest Saunders since the doors of Ford prison swung open and the apparent return to robust health on the part of Roger Seelig have been mirrored by a similar rebound in the stock market fortunes of the drinks group with which their names will always be linked.

Outside the City, Guinness remains inextricably tied in the public mind with the takeover excesses of the Eighties. Inside the Square Mile, however, the group is seen as one of Britain's most successful businesses, whose reputation was tarnished but whose trading surged ahead to make it Britain's biggest drinks group and biggest exporter, and to take annual profits within a whisker of £1 billion.

In the dark days of late 1987, Guinness shares were trading at the equivalent of little more than £1. They rose to more than £6 at one stage this month.

The two men largely responsible are Anthony Tennant, the Guinness chairman since May 1989, and Tony Greener, his successor next January. The two represent quite different types of corporate man. Mr Tennant, one of the healthier scions of the wealthy Tennant clan, ex-Eton and Cambridge, is a diffident, patrician figure; Mr Greener, who left his public school at 18 with one A-level to work in the family firm, is a driven, sometimes abrasive, exercise fiend. The two will today further demonstrate Guinness's apparent immunity from recession with record profits for 1991, the last full-year figures to be unveiled by the current chairman.

Mr Tennant and Mr Greener do have one quality in common: an appreciation of the profound importance of marketing that Mr Saunders had already applied, before his demise, to turn round the rambling old family stout firm and assemble the building blocks that his successors were to use to such great effect. Mr Tennant had spent some years in an advertising agency before becoming a master of branding at Grand Metropolitan, supplier to an unwitting drinking public of Bailey's Irish Cream, Malibu and the alcohol-free Aqua Libra, before being passed over for the top job in favour of the more down-to-earth Sir Allen Sheppard. Mr Greener, originally a non-executive director in the new regime, eventually transferred full-time from Dunhill, so he did not need telling that drinkers tend to pay more attention to the label than the price or contents.

There is a pleasing symmetry in the fact that Guinness, having found itself in the mire through the quintessentially Eighties excesses of financial wheeling and dealing,



Weatherproof: Anthony Tennant has steered Guinness clear of the storms of recession

clawed itself out again by grasping another totem of the decade, branding. The key phrase is "confident pricing" — all the market will bear plus a little more to stress to the drinker the high worth of what he or she is drinking.

The principle works in Japan, where Guinness can sell a single bottle of whiskey for \$1,000. It works equally well for the group's eponymous stout, ten years ago the tipple of an ageing and downmarket customer base but now successfully targeted at the affluent twenty- and thirty-somethings.

Mr Saunders took a sleepy brewer that had apparently been left some years in the Edwardian era by its other competitors in the drinks trade and, with a little discreet help from his friends in the City, built an entity that could compete with the best and became big enough to take out Distillers, another of the industry's notorious lame ducks. The latter had been a byword for profligacy and inefficiency, but Mr Saunders, at the time of his forced departure, had hardly started the heroic task of knocking it into shape.

Mr Tennant arrived as chief executive in March 1987 at a sprawling combine that still boasted a raft of irrelevant businesses, more low-calibre drinks brands than it knew what to do with and a tangled and waste-

ful distribution network over which it had little control.

His strategy was threefold. He would sell hotels, retailing, health food and other fringe interests and focus on drinks, splitting the group into two divisions, beer and spirits. He would take a firm grip of the distribution network to enable Guinness to wring as much profit as possible from each bottle sold. And he would strip out large numbers of make-weight brands while using skilful marketing to heighten the worth of what was left.

The Scotch side, for example, like much of that industry, was in the dark business of overproducing to the extent that prices were forced down; Mr Tennant's response was simply to reverse that equation.

Prior to the reorganisation, Guinness only had control of a quarter of its distribution network. The group now owns or controls 80 per cent and has direct influence through joint ventures over the rest.

An exemplary deal was the \$480 million purchase in September 1987 of Schenley, the distributor in America of Gordon's gin, from Meshulam Riklis. This had the dual benefit of bringing under Guinness's control one of the biggest markets for one of its most impor-

tant brands and repurchasing another brand, Dewar's Scotch, that had been ceded to Riklis as part of Mr Saunders' manoeuvrings during the Distillers bid.

Thanks to the web of joint ventures and distribution agreements put in place since 1987, the once-ailing spirits business now accounts for about 60 per cent of sales and 80 per cent of profits under the leadership of Mr Greener, managing director of United Distillers.

The brewing side, under the guidance of Brian Baldock, who is the third in the triumvirate that has been running Guinness post-Saunders and will be deputy chairman after the May annual meeting, has been somewhat outpaced by the explosive growth of spirits profits. Guinness has produced the black stuff from the St James's Gate brewery in Dublin since 1759 and Ireland remains the biggest market, followed by Britain and various African and Far Eastern countries, where the group operates more than 40 different breweries.

A boost to his ambitions in Britain was the enormously successful 1988 launch of draught-style Guinness in a can using technology that took £5 million and five years to develop and won a Queen's Award for Technology. More importantly for Guinness, it was the most successful

new product aimed at the increasingly important off-licence trade in a decade.

The most tangled of Tennant's joint ventures, and possibly the most fascinating, is the cross-holding with LVMH, the French luxury goods group. If the Guinness clan has a French equivalent, it is arguably either the Vuitton or the Moët dynasties, creators of this unstable alliance. The two families were at each other's throats almost as soon as they came together; Guinness, initially involved through a joint distribution agreement with Moët, backed the winning side.

The link between Scotch and gin and Moët's champagne and cognac interests was clear — they created a strong inclusive portfolio of drinks brands if handled by the same distributor. The link between spirits and Louis Vuitton luggage is less apparent except that both require strong brand management, but it is not one lost on Mr Greener, who spent 15 years building up the luxury goods trade at Dunhill.

LVMH has a direct 24 per cent shareholding in Guinness; the reciprocal stake is held by Guinness indirectly through two other companies, the French, as ever, unhappy on a level corporate playing field. The relationship is mutually supportive but the imbalance of power could be crucial if that ever ended.

Although most drinks groups have a vested interest in throwing as much of their product down customers' throats as possible, they maintain the polite fiction that they welcome the trend towards more sensible drinking. The boast is that customers are drinking less but drinking better. Guinness is one of the few exceptions for whom this is literally true. The group therefore has less to fear from a further downturn in alcohol volumes in western countries, while there are expansion possibilities in growing markets elsewhere, not least in Japan and the Far East.

Among some City analysts, there is, however, a feeling that the years of exceptional regular growth may soon be over for Guinness. Its shares still sell on a premium rating of almost 17 times expected 1991 profits because the group is regarded as a solid and reliable performer, but nobody is expecting a repetition of the achievements gleaned from combining growth with the remaining of United Distillers since the merger. The City is looking to other drinks groups less highly rated and more geared to economic recovery.

One answer for Guinness may be to focus on the brewing side again, and in particular the benefits that stem from the last big corporate deal, the £518 million 1990 purchase of Cruzcampo, Spain's biggest brewer. The deal presaged further expansion in Spain and other markets while adding a second leg to the traditional stout operation. To keep its premium rating, Guinness will need to maintain the momentum built up under Mr Tennant's leadership. Even with the formidable marketing skills already in-house, that may prove a tall order.

THE TIMES CITY DIARY

Opening doors after Sassoon

SASSOON Europe, the European offshoot of the Singaporean broking firm, 49 per cent owned by the Kuwaiti Investment Office — and used by the KIO for some of its investments in Japan and continental Europe — has pared down its London office from 30 or so people to ten. Among those to leave are Tony O'Sullivan, its erstwhile managing director, Roger Hornett, his deputy, who is adamant that he was sacked but was also compensated with a large financial settlement, and Judith Beresford, who has just resurfaced at Smith New Court, where she will specialise in analysing French stocks. Beresford, aged 30, previously worked for James Capel, as did Hornett, who ran James Capel Europe at a time when it was ranked first by *Eurol* for six consecutive years. Hornett, described by ex-colleagues as "enormously dynamic" left Sassoon in August last year and has since been offered, and declined, four jobs, all as head of sales. "I wanted something bigger. I wanted to be head of sales and research but it became apparent that there was no such position available," Hornett says. Working on the philosophy of "if you can't beat 'em, compete with 'em", Hornett has spent the past three months in partnership with Hugh Hughes, the ex-Wedd partner, and in talks with a European securities house with a view to launching a new broking operation, specialising in European



stocks. "It will be an agency broker, but it will also make the most of Hugh's expertise by facilitating client orders and taking positions from time to time. We will certainly not be on Seaq to start with, but no door is closed," Hornett says.

Prime forecast

THE Institute of Directors must know something that the rest of the country does not. In the March edition of *Direct Line*, its newsletter, a front page headline, referring to its 1992 annual convention, says: "Prime Minister to address business event of the year." The ensuing article then reveals that one of the guest speakers at the event, on April 28 — 19 days after the general election — will be "Prime Minister, the Rt Hon John Major..."

Chocolate roots

CADBURY'S acquisition of Agua Mineral in Mexico gives the company a foothold in the country where chocolate was invented. According to Helge Rubinstein, a choco-

late expert, a blend of Penafiel (Agua Mineral's leading brand), cocoa and herbs would provide Cadbury with the ingredients for a new drink based on the ancient Aztec recipe for chocolate. Cadbury, which has sold its chocolate drinks business to Premier Brands, is unlikely to find this particular recipe of much use — and perhaps that is just as well. According to Rubinstein, chocolate was fatty, bitter and not at all sweet. "It's pretty disgusting," she says.

GRAFFITO on a hoarding alongside a City building site: "I hate graffiti." Beneath it someone has added: "I hate all Italian food."

Moving over

GEORGE Greener, the new chief executive of Allied Dunbar, is bringing with him a PR man, Matthew Butler, ex-Vickers. Butler, aged 32, who is due to be married later this year — he refuses to identify the bride to be, saying, "I'd rather keep my private life private" — will be leaving Vickers at the end of this week, after a four-and-a-half-year stint, and starting his new job, in Swindon, at the end of the month. "I will be the media relations manager, the number two position, reporting to Bob Gill," says Butler, who, at Vickers, witnessed both the fending off of Sir Ron Brierley and the winning of the Challenger II tank contract. He will, however, be best remembered for organising the company cricket team, which reached the semi-final in *The Cricketer's* annual corporate contest.

Princely painting

NOW that they are getting the hang of capitalism, the Russians are anxious to collect some of the trappings that traditionally go with boardrooms in the western world. Sources in the London art market say Russian companies are keeping a close eye on auction rooms here and the first instance of corporate buying by the Russians has been noted by Sotheby's. A portrait of a Prince Grigori Gagarin by Karl Brullow has been bought by the Menapet Commercial Bank of Moscow for £15,950. The Prince was a leading figure in the artistic and literary life of 19th-century Russia. In his youth he was a friend of Turgenyev, he became ambassador to Rome in 1827 where he mixed with a colony of young Russian artists, including Brullow.

Wall St's new age

POLICEMEN may still be getting younger, but stockbrokers, at least on Wall Street, are getting older. The fashion for young, inexperienced dealers is, it seems, over. As older, more experienced candidates — albeit experienced in different fields — leave other recession-hit industries, the choice being offered to the big American securities firms has widened dramatically and, given that choice, they are opting for older men and women. "We have seen a dramatic change," says Robin Dwyer, responsible for recruitment at Dean Witter Reynolds. "In 1991, the average broker recruited was 36 years old."

CAROL LEONARD

Bank service with a smile

From Mr D. A. L. Seekings
Sir, In his search for a bank which is run in the old manner, Mr Ettinger (Business Letters, March 18) need look no further than Coutts & Co. Three hundred years old this year, the bank prides itself on the quality of its service. Indeed, Mr Ettinger's account manager would gladly travel to Eastbourne to see him, to save him the trouble of a journey to London (where most of the bank's UK branches are located). It is fortunate that Mr Ettinger recognises that his bank also has to make a profit for itself, for it will certainly cost him more to bank with Coutts & Co than with a high street bank.

However, the discerning person knows one has to pay more for a fillet steak at, say, The Savoy than at a steakhouse. The steak may be very similar, but the service, the surroundings, and the quality of the supporting fare justify the extra cost. Incidentally, I am not an employee of the bank — but I am a satisfied customer.

Patents and generic drug competition

From Dr H. E. Rosenberg
Sir, It appears that your correspondent, Alan Russell (Business Letters, March 18) may have swallowed the research-based pharmaceutical industry's propaganda along with their products. It is our contention that the type and breadth of the monopoly protection afforded to these multinationals is frequently understated by them and is not limited to protection by one or more patents.

May we point out that the purpose of a patent is to make publicly available confidential information in exchange for being granted an exclusive monopoly period. After expiry of

patent it is expected that other competitors could then enter the field of interest. In the pharmaceutical industry, generic competition can only take place after expiry of a patent term, provided the generic product is approved by the health authority in question. Generic companies carry out their own independent R&D in order to produce their analogous product and terminology such as "steal" and "pirate" is not only grossly misleading but extremely offensive.

Yours faithfully,
PAT CHERRY,
Broadcote, Swinbrook, Oxford.

Marriage of minds

From Mr Patrick Cherry
Sir, Yes, Mr Ettinger, I recommend your local Barclays, where you will get courtesy and business assistance as your attitude and information professed deserves. I can truthfully say that over the 56 years since I opened my first personal account and through years of business, and latterly during my retirement, in investment matters I have had exemplary service in all departments of my bank. My father cautioned me in my youth to choose both bank and wife with the greatest of care; in both I have been well satisfied.

Yours faithfully,
PAT CHERRY,
Broadcote, Swinbrook, Oxford.

Raising the stakes to host Eurobank

From Mr Mathew Heim
Sir, Ian Murray's article concerning German pressure to gain the seat of the European Central Bank (March 17) points to the heightening debate over the location of the bank. This is of particular interest as the United Kingdom's presidency of the European Council of Ministers begins this summer. There are, however, certain vital issues to consider.

The ECB is a wholly new institutional creation. The draft statutes endow it with political independence, combined with executive functions and legislative powers in the monetary sphere; its actions are to have a direct effect on the Community's economy like no institution can. These factors, and its central role in Economic and Monetary Union will make the bank the most important institution to be established since the inception of the EC. As such, no one country can lay claim to it. Despite Germany's political weight, it will only be one of 12 members in the European Council when the decision as to where the bank will be taken. London, Luxembourg and Amsterdam have just as good a case for the seat as Frankfurt.

Chancellor Kohl is preempting other governments by opening the bidding for the seat of the bank. Following the classic bargaining

Penny-pinching or penny-wise?

From Mr G. D. Speake
Sir, My wife and I applied for and were allocated equal numbers of shares in Scottish Power. We have received our first dividends. Mine was for £5.91; my wife's was for

£5.92. Is this not a suitable case for the Equal Opportunities Commission?

Yours sincerely,
MATTHEW HEIM,
Centre for European Studies, Exeter University.

In such political discussions, all issues can be bargained with. It must be remembered that the first president of the bank is an issue as politically important as the seat of the bank. Furthermore, it is possible that Germany would prefer to drop the claim to the bank for another concession, such as increasing the powers of the European Parliament.

Kohl's posture to the Bundestag to fight for the seat of the bank should be seen in the context of Germany's internal problems. It is merely the beginning of national lobbying (which will soon appear throughout the Community) in preparation for the decision on the seat of the bank will be taken. This will, in all probability, be under the UK's presidency in Edinburgh.

In spite of Germany's muscle, there is still everything to play for, providing the players can put up a high enough stake. For the United Kingdom, that stake is joining Economic and Monetary Union.

Yours sincerely,
MATTHEW HEIM,
Centre for European Studies, Exeter University.

THE TIMES UNIT TRUST INFORMATION SERVICE

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ACCOUNTANCY TIMES

Auditing has become a political issue: two calls for reform show the gulf in this debate

Allies needed to toughen resolve

A leading practising auditor argues that the role of the profession should be extended

THE role of auditors is in the spotlight. That is healthy. I welcome it because it is time to have a fresh think about a service that hasn't changed much in many years. Many people believe there is a need generally to toughen up audits. As head of the audit business in one of the leading firms, I would like to bring more realism to the current debate.

This debate typically takes a giant stride from asserting that auditors should be better at uncovering fraud and incompetence, to proposing two remedies that, to my mind, do not relate to the real issues.

Audit firms, it is said, should be rotated automatically — a euphemism for being "sacked" — every so often. They should also be banned from providing management advisory services, a suggestion that, strangely, often comes from those who also seem to blame the auditor for company failure. Then, so the theory goes, the auditor would be a better auditor.

I suggest that he would be nothing of the kind, because there would be a debilitating effect on the ability of the audit profession to attract people with talent and flair for business. Without that flair, the auditor will be a less effective auditor.

Auditors also give much unsung but valued advice to management. They are, after all, uniquely placed in their level of general business and financial management experience. Surely that advice, objectively provided, need not be inconsistent with their duty to shareholders.

The real incentive for the professional firms to adopt the highest standards is simply that we do not like being sued and fear the damage to our reputation that can result from a perceived audit failure. Maintaining those standards is a business priority. I am certainly not inhibited in this by the fact that we provide other services to our clients; indeed it is because we have a large consultancy firm

that we are able to develop auditors with a greater understanding of business.

Now, I turn to what I believe are the real issues facing the auditor. Over the past few years, the climate in which auditors operate has become more hostile to their resolve to stand up for their opinions.

The increasing aggression of the capital markets has placed company directors under pressure to put an even better face on their results. Annual growth in shareholder value has become king. Creative accounting schemes

'The publicised problems are not the tip of an iceberg. They are the tip of an ice cube'

shareholders' interests that we do so too?

The thousands of talented men and women in the profession have been just as conscientious as they always were. For every apparent audit failure, there have been countless cases where the accounts have been changed on the auditor's advice or insistence. The publicised problems are not the tip of an iceberg. They are the tip of an ice cube.

Added to this has been the competitive climate. There is nothing inherently wrong in competition in the profession. My interest is in obtaining a healthy market share in auditing, which is surely what competition is designed to encourage. This makes us better and more cost-efficient auditors.

However, I see a danger that competition will go too far, so that the audit will be seen more as a commodity than the professional service it is. In the climate I have described, there has already been a decline in the perceived value of the audit. That trend must be reversed. The public interest and the business interests of the profes-



"Providing unsung but valued advice": Roger Davis, of Coopers Deloitte

sion are aligned. This means that auditors must reassert the traditional value of professionalism as part of a toughening of resolve.

However, the auditor often needs more support from the system than he has been used to receiving over the past few years. Non-executive directors, for example, can be a great help.

Auditing firms must also do better to convince the public of their independence. I do not believe independence needs more buttressing through structural changes. But if it does, I urge a private sector rather than a public sector solution. There is no reason to change the central tenet of company law that auditors are appointed by, and report to, the shareholders. Possibly, therefore, shareholders should have a more direct say in appointments. A fundamental rethink of the

role of the auditor is also required. That role is restricted in law to reporting on the annual accounts. That is all. The yearly accounts are forming an ever smaller part of the total communication to shareholders.

I would welcome a wider remit, one that, for example, allows us to report publicly on the adequacy of management controls, on an objective narrative of business performance and prospects and on interim results. It is also time to "employ imagination in cutting through the wood to determine the auditor's responsibility for preventing and detecting fraud."

Naturally, I have a vested interest in additional audit work, but so too have shareholders and the public. The cost would be small for the well run company, but larger for the less well administered, which is where the public

interest lies. I accept that the profession needs to do more to restore public confidence in auditing. We now need to move on two fronts. First, to re-examine the role of the audit, the legal definition of which is steeped in history. Second, audit partners should be able to assert their opinions without fear of the consequences. In the long run, this will be good for the profession and good for our business. With the new climate to encourage better standards of business behaviour, the opportunity is there.

Several company directors have recently told me that they would welcome a tougher stance from auditors. That is the support we need. It is an encouraging sign of the times.

● The author is Roger Davis, head of audit and accounting at Coopers & Lybrand Deloitte.

Important points in buried reports

IN THE midst of last week's political upheavals, two parliamentary reports were published, which had great significance for the accountancy profession. It would be unfortunate if their message was ignored because they happened to appear in the same week as the Budget and the announcement of the general election.

First, there was the report from the House of Commons social security committee on the operation of pension funds, which, by a happy accident of timing, covers the Maxwell affair in detail. Then came the Treasury and civil service committee's report on banking regulation following the collapse of the Bank of Credit and Commerce International.

At the heart of both reports are central issues for the profession that are still unresolved. The pensions report raises the question of conflicts of interest from audit firms providing both audit and ancillary services for the same client. The banking report raises the question of how far auditors should take their role of watchdog and whether they should upset City conventions and perhaps bark out a plain and unequivocal warning when they are worried. The question of conflict of interest seems a simple one to the watching public, particularly in a situation where a strong chief executive wields power. The audit firm wants to sell more of its products, such as consultancy work, to the client. The client realises that it is possible to use that desire as a lever when discussing ticklish bits of the audit. At least that is how it seems to outsiders. And that was how it seemed to the committee.

"We believe," it said, "that the auditor of the pension fund ought to be totally independent of the employer and we want the enquiry to look at the practicalities of this."

They then went on to make the principle underlying message as clear as possible. "In other words, the same auditor should not be used in any other business activity of the employer while acting as auditor of the pension fund. The auditor should not provide other services to the company, its associates, or its owner." For the audit profession, this principle should not be too hard to implement, if it is wise enough to do so. Many pension fund audits of large companies are already carried out by different auditors to those of the main companies. Many large pension funds are independent of the chief executive of the main company.

The real question, however, is that if the audit profession accepts that the separation of the two strands of work should happen in the pension fund field, what argument is there against separating responsibilities throughout all their other fields of work?

The same type of questions are raised by the BCCI report. Here it is plain that the Bank of England is the main culprit. "The

Bank of England's principles suggest remedial action against an institution is appropriate if it is 'adequate and speedy', the report says. "There is little evidence to suggest that the actions taken in BCCI's case were either."

The minority report from the Labour members of the committee is blunter. "We believe," it says, "that the public, like us, will find it impossible to understand how the Governor of the Bank of England could allow BCCI to continue to operate as a bank after March 1990, by which time the Bank of England was aware of 1. dreadful weaknesses in BCCI's accounting controls; 2. lousy management; 3. the fact that one set of auditors, Ernst & Whinney, had had enough; 4. drug money laundering by BCCI; and 5. the existence of terrorist finance accounts at BCCI. If regulators at the Bank of England can tolerate this, we wonder if there is anything they will not tolerate." Against that, the criticisms of the auditors almost pale into insignificance. But they are there. Having two firms of auditors looking after different parts of the bank "must have helped management conceal the fraud". On the question of breaking client confidentiality to report worries under the Banking Act, "it seems desirable to tighten the wording of the Act so that there can be no doubt, either from the point of view of the auditor, his client or the regulator, as to an auditor's duty to report."

Most important was the lack of a flashing red light in the report Price Waterhouse attached to the 1989 accounts. They were faced with "a material uncertainty" but failed to qualify the accounts. Instead, they chose to insert a note saying that, effectively, the whole enterprise "rested on Abu Dhabi's financial commitment to the group".

This note, while of interest to bankers, was hardly phrased in a way that would alert an interested observer, still less depositors. The report states: "The interests of depositors were not well served by the inadequate disclosures in the BCCI 1989 accounts."

It is ironic that Price Waterhouse has been down this path before. In the mid-Seventies, a similar seemingly innocuous note on the Peachey Property accounts failed to alert investors to the real troubles. The subsequent trade and industry department inspectors' report criticised the "heraldic" language of the note. However, there are straws for the profession to clutch at in all this. The chairman of the social security committee said afterwards of Coopers Deloitte's performance before them that "they set a standard of co-operation and openness which is a model of its kind". It has been a long time since anyone said that of accountants. If they are still looking for a mission statement, perhaps that's the one they should adopt.

● The author is Associate Editor of Accountancy Age.



ROBERT BRUCE

Watchdogs must be forced to bark

Three accounting academics demand public accountability to prevent fraud

ALLEGATIONS of widespread fraud at Maxwell, BCCI, Mint and Bowed, Levitt, Polly Peck and others, pose fundamental questions about corporate governance in Britain. Audits are regarded as an essential feature of the system, but despite their enormous cost, they gave no warning of the misdeeds.

The Seventies' experience is being repeated all over again, but on a much larger scale, with dire consequences for shareholders, pension scheme members, employees and consumers alike. Then companies such as Vehicle and General, London and County, Pinnock and London and Capital collapsed. All had received the customary unqualified audit opinions.

The system of corporate governance relies heavily upon auditors to alert the public. However, these watchdogs rarely bark. Despite receiving billions of pounds in audit fees, auditors have been slowly stripping themselves of their social responsibility. So much so, that many denied a general duty to detect and report material fraud, give warning of financial unsoundness and highlight a company's ability to remain in business. The government has been unwilling either to clarify auditor responsibilities, or to impose a clear duty to detect and report material fraud.

The seeds of the present bleak situation were sown a long time ago. This bleakness is most clearly reflected in the lack of any coherent/sustained economic policy and the absence of independent structures to police major businesses. Regulation of markets and companies has consistently taken second place to protecting capital markets and the value of sterling. In their role as trade associations, the accountancy institutes have been direct beneficiaries of this situation.

These bodies were formed to promote and protect the interest of their members and this remains their prime mission. For these reasons, the Institute of Chartered Accountants in England and Wales (ICAEW) is opposed to a statutory duty upon auditors for detecting and reporting material fraud.

The institutes have used their control of audit policy to promulgate "passive" auditing standards for matters such as post balance sheet events and assessment of the ability of a company to remain a going

concern. The aim is to minimise audit effort and responsibility and maximise auditor profitability.

Issues of auditing policy and accounting disclosures are ultimately about income measurement, wealth distribution, pension values, risk management and stakeholder protection. Rather than assume full responsibility for these matters, the state has delegated responsibility to accountancy trade associations, who act as quasi-state regulators. These associations are opposed to auditors acting exclusively as auditors. So auditors continue to write up accounting records, hire company directors, assess business solvency for banks and advise companies on tax avoidance and creative accounting schemes.

Given their financial involvement with companies and conflicts of interest, many auditors are unable to blow the whistle or perform stringent audits. Accounting and auditing choices are public choices. However, under the guise of self-regulation, accountancy trade associations have sought to exclude wider public interests from such social choices. In effect, the self-regulatory system acts as a cartel to promote the interests of major firms and is used to obfuscate auditor accountability. So much so, that following the ICAEW's policies, auditors who preach accountability to others, are not required to publish a single line of information about themselves. The accountancy bodies are certainly not lobbying government to make auditors accountable to the wider public.

Due to the closed nature of the auditing firms, we know little about the standards of Britain's auditors. The few published trade and industry department reports relating to corporate collapses show that the standards of KPMG Peat Marwick, Price Waterhouse, Pannell Kerr Forster, Grant Thornton, Coopers & Lybrand Deloitte and others have, at various times, been found deficient. Ernst & Young, or its pre-merger constituents, have been criticised in five reports by trade department inspectors published since 1988.

The poor standards were not high-

lighted by any vigilance on the part of the institutes. Rather than prosecuting auditors for delivering poor audits, the government relies on their trade associations to discipline the firms.

Peter Lilley, the trade secretary, told Parliament in November that not only large auditing firms, but also "no auditor criticised in inspectors' reports had been debarred from auditing as a result of information in that report".

Rather than requiring an independent regulation of the auditing industry and investigating the work of the firms implicated in scandals, the government has recently extended the power of the institutes. Under the Companies Act 1989, in their capacity as Recognised Supervisory Bodies (RSBs), trade associations are expected to regulate the industry. This is to be done in accordance with the "passive" auditing standards developed by the accountancy bodies. For monitoring purposes, some 40 inspectors in all have been appointed for a joint monitoring unit set up by the ICAEW, the Institute of Chartered Accountants of Scotland (ICAS) and the Institute of Chartered Accountants in Ireland (ICAI). Eighteen of these are already monitoring firms conducting investment business, who are visited at least once every three years.

One might have hoped that in the field of auditing, regarded by some as the core business, the visits would be more frequent and more stringent. Not so. The intention is that 250 auditors of public limited companies will be visited every five years, and the rest, 150 or so, will be visited every year.

By prior arrangement and notification of up to eight weeks, the audit monitoring will last for about three to three-and-a-half days. Only three audit client files will be examined. Under the current arrangements, it has been estimated to take 57 years to visit all auditing firms — hardly the regulation to worry the auditing firm barons.

In the case of the Chartered Association of Certified Accountants, the UK's second largest accountancy

body, with 15 per cent of the membership in public practice in small firms, the situation is even more farcical. By prior notice, each monitoring visit is likely to last about one-and-a-half days and each firm will be visited once every five years. On average, one client file will be scrutinised.

The cost of these monitoring rituals is ultimately to be borne by the public through audit fees passed on in the prices of goods and services. The public will, however, not have any access to any files of the monitoring units. Even the procedure manuals of the monitoring units are secret.

There is to be no full public report, no public identification of poor firms, nor any general investigation of firms involved in scandals. RSBs will not compensate the public for concealing the identity of firms with generally poor standards, or for persistence of audit failures by the same firm. In fact, they enjoy statutory immunities from prosecution. The aim is clearly to give the appearance of regulation without any meaningful checks and sweep things under an already dust-laden carpet.

In their current form, audits are an expensive nuisance to companies and a disappointment to the public. Auditors remain unaccountable and none are prosecuted for delivering audits that are as worthless as they are costly.

A complete overhaul of the system is long overdue. Self-regulation must go. Without independent regulation of the auditing industry, the plague of BCCI, Maxwell, Milford Dooles, Parkfield, Mint and Bowed, Levitt, British and Commonwealth, Pinnock, Vehicle and General, Barlow Clowes, Dunsdale, Coloroll, Sock Shop, Grays Building Society, Milbury, London and County, Johnson Matthey, Sound Diffusion and Polly Peck will continue to revisit us.

How many sequels must we have before Britain has an effective system of auditing, dedicated to informing and protecting shareholders and the wider public rather than fattening and feather-bedding the top auditing firms?

● The authors are Tony Puxty, professor of accounting, University of Strathclyde; Dr Prem Sikka, principal lecturer in accounting, Polytechnic of East London; and Dr Hugh Willmott, University of Manchester Institute of Science and Technology.



Audits for the environment: John Speirs (left) and David Hyde with their award

BA and Norsk go green

By JON ASHWORTH

BRITISH Airways and Norsk Hydro (UK) have been voted joint winners of the annual environmental reporting awards sponsored by the Chartered Association of Certified Accountants (ACCA). David Hyde, BA's director of safety, security and environment, and John Speirs, managing director of Norsk Hydro (UK), received their awards from David Bellamy, the environmentalist and television personality, in a ceremony in London on Tuesday.

Their efforts in preparing a separate environmental audit are likely to increase pressure on companies to account more closely for "green" issues. However, Roger Adams, head of technical services at ACCA, said it was likely to be some time before companies felt a need to produce such audits alongside standard reports and accounts.

Mr Adams said British companies were experiencing pressure for change on two fronts. One was the so-called "big stick" approach to environmental issues, in which

rules laid down by the European Community would eventually prompt firms to account more fully for their policies on such matters. Cost pressures could also force companies to become more environmentally conscious.

Companies such as British Airways and Norsk Hydro have begun voluntarily to vet their activities in "green" terms. ICI has also enthusiastically espoused green reporting. Until an environmental audit is required by law, however, it seems unlikely that many others will follow their example.

Most large companies are aware of the pollution generated by their factories and of the amount of material wasted in production. Recording them in an official audit is another matter.

Mr Adams said: "Companies have an awareness of environmental needs but they are not necessarily saying so. One argument is that full disclosure would give away trade secrets. Also, there is no established framework for environmental reporting."

Five years from now, the situation might be different. EC rules are expected to force companies to disclose environmentally relevant information. Norsk Hydro said: "People spend money making waste. They should rather aim for a minimal depreciation of resources, since this is in the interests of the profit and loss account."

British Airways, like Norsk Hydro, has spent the past two years reviewing its environmental strategy. Hugh Somerville, BA's head of environment, said: "With growing concerns over environmental issues, the company felt it necessary to have a focus; to see what had to be done."

Both BA and Norsk Hydro have produced environmental reports separate from their corporate and financial reports. Although Professor David Tweedie, of the Accounting Standards Board, was involved in judging the awards, a standard for green accountancy does not yet seem to be on the cards.

GOLF

Woosnam ready to hand over the leading role

FROM MITCHELL PLATT'S
GOLF CORRESPONDENT
IN ORLANDO, FLORIDA

IAN Woosnam has held the No. 1 position in the Sony world rankings for 48 weeks, but his reign will be over if Nick Faldo finishes above him in the Nestlé Invitational tournament, which starts on the Bay Hill course here today.

But far from being dispirited, the 5ft 4in Woosnam appeared almost relieved at the prospect of no longer looking down on his rivals. "I've had my little spell at the top," he said. "I've enjoyed it, but there are other guys who deserve to be No. 1. I'm not really worried about being topped."

Any suggestion that the Welshman has lost his bite can be rejected. He believes that, at the age of 34, he must concentrate on the major championships.

"I feel I have more in the locker than one major," Woosnam, who won the Masters last year, said. "Obviously, I want to win the Open and I feel that by winning at Augusta I showed I can handle major championship pressure. I want to win all of them at least once, but the first thing on my agenda is the defence of the Masters. I need to get in the groove, which is a part of being here."

CARD OF THE COURSE

Hole	Yards	Par	Hole	Yards	Par
1	441	4	10	400	4
2	218	3	11	458	4
3	385	3	12	570	4
4	530	5	13	384	4
5	365	4	14	296	3
6	454	4	15	425	4
7	197	3	16	481	5
8	424	4	17	219	3
9	497	4	18	441	4
Out 3,580 36			In 3,534 36		
Total yardage: 7,114			Par: 72		

My first target is to hole a few putts. It's no secret I've not been happy with my putting.

"The better the greens, the better I normally putt, so I'm hoping to get my touch back in these three weeks before the Masters."

"The greens in America are consistently good, so that should help."

Bernhard Langer, Greg Norman, Severiano Ballesteros and Faldo held the No. 1 place in the world rankings before Woosnam.

Fred Couples, however, could become the first American to reach such lofty heights since the introduction of the rankings in April 1986. To do so, he must win and both Faldo and Woosnam finish outside the top ten.

Couples lost a play-off against Corey Pavin in the Honda Classic last Sunday, but he is the leading money-winner on the United States PGA Tour this year with \$524,412 (about £303,000).

Yet on the course that Arnold Palmer built, he has finished in the leading 50 at Bay Hill only once in nine years. The odds must be stacked against him because the assembly includes all the major championship winners from last year.

Payne Stewart, the US Open champion, won here in 1987; Ian Baker-Finch, the Open winner, is like Stewart, a member at Bay Hill; and John Daly, the US PGA champion, is the new man in town.

Daly has a character all his own, but he continues to infuriate some, such as the producer of CBS television, with his unpredictable behaviour.

Frank Chirikian has made it clear that he will no longer invite Daly to be interviewed after the golfer used a four-letter word on a live show.

Greg Norman could be forgiven for uttering a profanity or two after being compelled to withdraw. He has finished runner-up twice here, but considers himself not fit following arthroscopic surgery on his left knee last month.

David Feherty, Bernhard Langer and Colin Montgomerie bolster the European challenge. It should prove good experience for Feherty and Montgomerie. The tournament is only the third in three months for Langer.

Boutin wants Arazi at Epsom

By RICHARD EVANS
RACING CORRESPONDENT

Arazi may still go for a unique Kentucky Derby-Epsom Derby double, Francois Boutin, trainer of the world's top horse, said in London yesterday.

His surprise announcement, made on the eve of the 1992 Flat season which gets under way at Doncaster this afternoon, is the latest twist in the transatlantic tug of war between the horse's two owners, Allen Paulson and Sheikh Mohammed, over plans for their prized thoroughbred.

Arazi, the leading European two-year-old, took the racing world by storm at Kentucky last November when he won the Breeders' Cup Juvenile in sensational style, coming from almost last to first inside half a mile before opening up a lead of ten lengths in the final furlong.

Paulson sold a half-share in the horse for \$9 million to Sheikh Mohammed before the American triumph and since then, the unanswered question has been where Arazi would run this season. Paulson, head of a US aerospace company, is keen to go for the American triple crown which carries \$5 million bonus. Sheikh Mohammed wants for a Derby winner and wants to see Arazi at Epsom in June.

Under the contract governing their joint ownership, Boutin will, in theory, decide if the two owners cannot agree; hence the significance of his remarks at the Ever Ready Derby lunch yesterday.

Boutin confirmed that Arazi is due to reappear in the Prix Omnisium II over Saint-Cloud's left-handed mile on April 7. If all goes well, he will then travel to the Kentucky Derby on May 2, for which he is 8-5 favourite.

Speaking through an interpreter, Boutin said: "The plan is to run in the Kentucky Derby on May 2 and then, if all goes well, to go to Epsom."

His remarks brought a big cheer from the gathering of top owners, trainers, jockeys and racing officials at the lunch. Ladbrokes offer 3-1 with a run, while Coral's go 6-1.

"The Kentucky Derby-Epsom Derby is Francois's personal plan," Alan Cooper, racing manager to Stavros Niarchos and im-



Caught in the middle: Boutin, who would like to run Arazi, owners permitting, in the Derby at Epsom

promp interpreter, added: "He says the problem is that the horse has two owners: one who is American and keen on their triple crown, the other who is pro-European. But Francois is the judge."

The arbiter's role could put Boutin in an impossible position, as he pointed out to the lunchtime audience, although those remarks were not picked up. Lucy, his English-speaking wife, told me: "Francois said that, because he is the judge, he risks losing both the owners and the horse. He said that with a big smile on his face."

One fascinating possibility being floated last night was that if Arazi were to win the Kentucky Derby, Sheikh Mohammed might then buy the other half of

the horse from Paulson for a massive sum to ensure his participation in the Ever Ready Derby.

Boutin believes Arazi would have no trouble staying the mile-and-a-half trip at Epsom although his ability to handle the undulations at the switchback track is a different matter. "You never know until you run a horse at Epsom because you have never run the horse there before," he explained.

Arazi, who underwent operations to remove chips from his knees following the Breeders' Cup, has far from perfect conformation and has run only on flat courses. Interestingly, he ran wide round the final turn at Churchill Downs and could find Epsom's ups and downs difficult to handle.

Boutin administered Bute, a medication not allowed under British racing rules.

before Arazi's US victory last year. It is uncertain when the drug could be used again and clear from the horse's system before the Epsom Derby.

The possibility of Arazi running in Britain is an enormous bonus at the start of a new Flat campaign. However, Lord White of Hull, whose company sponsors the Derby, was the first to sound a note of caution.

"We all hope to see Arazi run in the Derby, but having spoken to Allen Paulson, I think we may have to wait," he said.

Meanwhile, Ted Bassett, president of the Breeders' Cup and guest speaker, offered the most practical advice to Boutin. The French trainer should leave it to the two owners to decide where Arazi runs.

The Arazi news overshadowed the reservations expressed by David Elsworth about the well-being of Seattle Rhyme, ante-post favourite during the winter, who is only 95 per cent sound.

A foot injury resulting from a freak accident at the Whistbury stables is taking longer than hoped to heal and the Racing Post Trophy winner faces a fight against time to run in the 2,000 Guineas.

"I don't want to alarm anybody. It's a superficial injury which he will recover from but I am not totally happy with him at the moment. It could jeopardise the Guineas. He twisted a shoe and punctured the sole of his foot with the nails. It slightly bruised his pedal bone and it is taking a long time to get right," Elsworth said.

Sheikh Mohammed, yet to taste Derby success, again has the largest contingent of the 115 Derby entries, although his team of 18 is five down on 1991.

Of the trainers, Henry Cecil has the biggest entry with 12, including Alcaide, impressive winner of two races last year and Beretto, who entered many notebooks when winning at Doncaster in November.

Ladbrokes offer 3-1 (with a run) Arazi, 14-1 Seattle Rhyme, 16-1 Zinaad, 20-1 St Jovite, 25-1 Aljaadeer and Great Palm, 33-1 bar.

Davies spurns the stuff of legends

FROM PATRICIA DAVIES IN PHOENIX, ARIZONA

THE Laura Davies legend has it that she rarely visits the practice ground. A couple of Mondays ago, the legend was given a boost when she gave the practice ground a miss (it was raining) and flew to Las Vegas. She made a bit of money and flew back to California for her tournament.

On Monday, however, she was there in black and white: belting balls on the range at Moon Valley for the Standard Register Ping tournament, which starts today.

"I missed the cut in Tucson and I thought I'd better do something about it," she sighed, sending a perfect five-iron stepping into the desert sky. "But I'm hitting the ball really well. It's my putting that's the problem."

This week, Davies intended trying out a new putter, a Ping B60, in an effort to sort things out. She will also be reunited with her brother, Tony, a renowned reader of putts, who has had two weeks off from his caddy duties.

Davies is only one of nine Europeans chasing the \$82,500 first prize. Also here is Andrea Doyle, the boss of the European Tour, for discussions about this year's Solheim Cup, at Dalmahoy in Edinburgh.

She was buoyed by news of another professional women's competition, the Sunrise Cup, for teams of two from 16 countries. "It's a tremendously exciting concept," she said, expressing her players' sentiments exactly.

Richardson has iron treatment

Villamora: Steve Richardson

defends his Portuguese Open title today after sending his new irons in for anti-glare treatment. The Hampshire player, aged 25, who seeks a boost to his confidence before making his first Masters appearance in three weeks, shot a 68, four-under-par, in yesterday's pro-am, but was troubled by the sun reflecting off his clubs.

"I didn't know if anything could be done about it, but I went to the Tour workshop and they were able to buff them up and take the glare away," he said.

Richardson was runner-up to Severiano Ballesteros in Europe last season, but has made a disappointing start to this year, missing his second cut last week. (Agencies)

SPORTS LETTERS

Horse racing tactics

From Mr David Taylor

Sir, Why do the rules of racing allow a horse to be run in a steeplechase, not to win, but with the apparent intention of spoiling another horse's chances?

Before the Cheltenham Gold Cup, the media led the public to believe that Golden Freeze would be ridden in the race with the sole objective of harassing the favourite Carville's Hill.

In the race, the jockey on Golden Freeze intentionally quickened and slowed his pace to do exactly this, although Peter Scudamore on Carville's Hill tried the best he could to keep away from trouble.

These tactics succeeded in forcing Carville's Hill to make several very bad mistakes and the horse appeared to finish lame.

If these tactics are within the rules of racing, they are not within the spirit. Can the racing authorities afford to be seen to countenance these actions?

Yours faithfully,
DAVID TAYLOR,
27 Beech Close,
Towcester,
Northamptonshire.

From Mr P. J. Simpson

Sir, Yet again we have seen the unacceptable face of horse racing in the final stages of the Gold Cup at Cheltenham. There are two points worth observing over whipping. First, any jockey who treats a horse like that should be banned for life. The four-day suspension handed out is no deterrent as this is not the first time the jockey concerned has been suspended—presumably he feels it was worth it.

This leads to the second point. How is it that he is permitted to break the rules by improper use of the whip and yet win? The second-placed jockey may feel that if he, too, had resorted to

improper use of the whip, he might have won.

Surely it cannot be right that this situation can be allowed to continue. It is high time the Jockey Club put its house in order.

Yours etc.
P. J. SIMPSON,
19 The Cowans,
Sutton on the Forest,
York.

From Mr P. J. B. Harrod

Sir, Like Henry Kelly (March 14) I despair over the stand-down of Adrian Maguire, the winning jockey in the Cheltenham Gold Cup, for four days for excessive use of the whip, but from a different viewpoint.

Kelly says that the horse, Cool Ground, is the type of horse that "responds to a smack and emerges none the worse", but we have been told in a different context that "if it doesn't hurt, it doesn't work". This worked (Cool Ground won the race) and we must assume, therefore, that it hurt. From what I saw the horse was subjected by its jockey to a merciless beating, which I hope and believe is objectionable to the great majority of the British public.

The trainer has publicly stated that the horse is "idle" and would not have won the race had this beating not been administered. He and the owner are therefore apparently content with what happened. Clearly, therefore, a four-day suspension of the jockey is an inadequate sanction.

The jockey broke the rules, in just the same way that an athlete who takes drugs. The only effective sanction is disqualification from the race and forfeiture of the prize-money.

Yours faithfully,
P. J. B. HARROD,
Merlebank,
Knowle Grove,
Virginia Water,
Surrey.

Replays in sport

From Mr J. G. Broad

Sir, I concur fully with Henry Kelly's comments (Sport on TV, March 11) on the instant-replay syndrome endemic in the BBC sports department.

Not only are these constant replays frustrating—missing goal kicks, quickly heeled scrums and even tap penalties, when the "replay operator" usurps the captain's decision as to whether it is to be a kick or a tap—they also destroy the continuity of the game resulting in a loss of atmosphere, such as it is, when stuck in front of a television.

Perhaps it would help if the "instant-replay operator" were to have some knowledge of the game as he appears to have no interest in, or experience of, the game.

I remain, sir, Yours truly,
J. G. BROAD,
171, High Street,
Brentwood, Essex.

Dear coffee

From Mr David Williams

Sir, Supporters on the terraces at Watford have to pay £1 for a cup of coffee from one of the refreshment kiosks. Is this the most expensive coffee in the Football League?

It will cost £12 million to £14 million to create a 20,000-seat stadium at Vicarage Road.

Judging by present form, Watford could make more progress towards that target by selling hot drinks instead of players!

Yours sincerely,
DAVID WILLIAMS,
70 Hadleigh Road,
Leigh-on-Sea,
Essex.

Sports Letters may be sent by fax to 071-782 5046. They should include a daytime telephone number.

Controversy over rain rule in cricket

From Mr M. K. Griffiths

Sir, Alan Lee has demonstrated conclusively that the rain rule which is being applied in this year's World Cup is inequitable. If only the committee, when devising the rule, had included the word "consecutive".

When rain caused England's innings against South Africa to be reduced by nine overs, their target was reduced by only 11 runs to 226. Now if the reduction had been the lowest total of runs scored by South Africa in any nine-over period (i.e. nine consecutive overs), the target would have been reduced by approximately 27 runs to 210, a much more realistic figure.

Where the second innings is drastically shortened (say to 15 overs), a better result may be obtained by ruling that the first team shall be deemed to have scored the best total from any consecutive 15-over period. The resulting target should be preferred if it is higher than the target obtained using the first method.

Unfortunately, there is one significant factor—the timing of the interruption—for which it is virtually impossible to legislate. The side which bats second will have an advantage or disadvantage, depending on whether it learns of its revised target before its innings commences. However, on balance the "consecutive overs" method does not appear to favour either side unduly.

There remains one problematical solution, which is exemplified by the England v Pakistan match. Although Pakistan were bowled out cheaply, under the "rain rule" the English batsmen had to score at a much faster rate in order to win the match.

Surely, however, by bowling out the opposition within their allocated overs, England had earned the right to score at a slower rate?

In an uninterrupted match where the first team to bat is bowled out, the run-rate required of the second team is the first team's run-rate multiplied by the ratio of the actual duration of the first team's innings to the total number of overs available. In an interrupted match, I believe that it would be both logical and fair to calculate the target by applying the above mentioned ratio to the figure obtained by the basic method ruling at the time.

Yours faithfully,
M. K. GRIFFITHS,
202 Upper Grosvenor Road,
Tunbridge Wells, Kent.

From Mr Elizabeth Gaylard

Sir, Given that the authorities require the game to be, if possible, finished on the day, the fairest solution would seem to be that the "revised" runs required be based on the run-rate per over required at the time weather intervened.

If, when play recommenced, the batting side was set a target that still required the same run-rate per over at least this would more fairly reflect the state of the game at the time of the stoppage. It would probably still give a bias towards the end of the innings but must be fairer than the present system.

Yours faithfully,
ELIZABETH GAYLARD,
Ivy House,
10 Station Road,
Helmton, Brackley,
Northamptonshire.

From Mr S. G. Heppenstall

Sir, In a rain-affected match the overs that should be removed from the first team's score (Team A) should be the same ones that are lost to the team batting second (Team B). Therefore, if the game is abandoned after 30 overs of Team B's innings, the side that has scored the most runs in the first 30 overs shall be the winner. If, after 20 overs of Team B's innings, 10 overs are lost, then the runs that Team A scored in overs 21 to 30 are deducted from the

total. Finally, if the overs have to be reduced before Team B commences its innings, then the runs scored in the equivalent number of overs at the beginning of Team A's innings are deducted from the target.

While it can be argued that the latter two examples favour Team B, the method can be amended to provide greater balance by removing one batsman from Team B for every five overs lost (in a 50-over game).

Thus, for a game reduced to 30 overs, Team B would only be allowed seven batsmen. Another minor variation could be introduced for the situation where Team A is bowled out without using its full complement of overs, and time is then lost between innings. In this case the runs scored by Team A should be spread out over their entire allocation of 50 overs, as if they had batted throughout.

This would be achieved by reducing the runs scored in each over in the same proportion as the overs bowled compared with total overs allowed, and sharing the difference equally between the overs not used. This would prevent the unlikely anomaly of Team B being left with a target of just one run, and would also restore the advantage that Team B earned by bowling out Team A.

The variations can be made as complex as necessary to cover every imaginable occurrence. I have tested this method in all the rain-affected World Cup games without exception. A fairer competition would have ensued. In addition, by displaying Team A's equivalent score at the end of each over, all confusion as to which side was leading in a rain-affected match would be dispelled.

Yours etc.,
S. G. HEPPENSTALL,
13 Keith Park Crescent,
Biggin Hill,
Westerham, Kent.

Worcester

Going good to start.
2.30 (2m 4f) 1. Ring Of Fortune (P. Scudamore, 8-11 fav); 2. Cold Of The Heart (12-1); 3. Comedy Boy (10-1); 4. The Merry Man (10-1); 5. The Merry Man (10-1); 6. The Merry Man (10-1); 7. The Merry Man (10-1); 8. The Merry Man (10-1); 9. The Merry Man (10-1); 10. The Merry Man (10-1); 11. The Merry Man (10-1); 12. The Merry Man (10-1); 13. The Merry Man (10-1); 14. The Merry Man (10-1); 15. The Merry Man (10-1); 16. The Merry Man (10-1); 17. The Merry Man (10-1); 18. The Merry Man (10-1); 19. The Merry Man (10-1); 20. The Merry Man (10-1); 21. The Merry Man (10-1); 22. The Merry Man (10-1); 23. The Merry Man (10-1); 24. The Merry Man (10-1); 25. The Merry Man (10-1); 26. The Merry Man (10-1); 27. The Merry Man (10-1); 28. The Merry Man (10-1); 29. The Merry Man (10-1); 30. The Merry Man (10-1); 31. The Merry Man (10-1); 32. The Merry Man (10-1); 33. The Merry Man (10-1); 34. The Merry Man (10-1); 35. The Merry Man (10-1); 36. The Merry Man (10-1); 37. The Merry Man (10-1); 38. The Merry Man (10-1); 39. The Merry Man (10-1); 40. The Merry Man (10-1); 41. The Merry Man (10-1); 42. The Merry Man (10-1); 43. The Merry Man (10-1); 44. The Merry Man (10-1); 45. The Merry Man (10-1); 46. The Merry Man (10-1); 47. The Merry Man (10-1); 48. The Merry Man (10-1); 49. The Merry Man (10-1); 50. The Merry Man (10-1); 51. The Merry Man (10-1); 52. The Merry Man (10-1); 53. The Merry Man (10-1); 54. The Merry Man (10-1); 55. The Merry Man (10-1); 56. The Merry Man (10-1); 57. The Merry Man (10-1); 58. The Merry Man (10-1); 59. The Merry Man (10-1); 60. The Merry Man (10-1); 61. The Merry Man (10-1); 62. The Merry Man (10-1); 63. The Merry Man (10-1); 64. The Merry Man (10-1); 65. The Merry Man (10-1); 66. The Merry Man (10-1); 67. The Merry Man (10-1); 68. The Merry Man (10-1); 69. The Merry Man (10-1); 70. The Merry Man (10-1); 71. The Merry Man (10-1); 72. The Merry Man (10-1); 73. The Merry Man (10-1); 74. The Merry Man (10-1); 75. The Merry Man (10-1); 76. The Merry Man (10-1); 77. The Merry Man (10-1); 78. The Merry Man (10-1); 79. The Merry Man (10-1); 80. The Merry Man (10-1); 81. The Merry Man (10-1); 82. The Merry Man (10-1); 83. The Merry Man (10-1); 84. The Merry Man (10-1); 85. The Merry Man (10-1); 86. The Merry Man (10-1); 87. The Merry Man (10-1); 88. The Merry Man (10-1); 89. The Merry Man (10-1); 90. The Merry Man (10-1); 91. The Merry Man (10-1); 92. The Merry Man (10-1); 93. The Merry Man (10-1); 94. The Merry Man (10-1); 95. The Merry Man (10-1); 96. The Merry Man (10-1); 97. The Merry Man (10-1); 98. The Merry Man (10-1); 99. The Merry Man (10-1); 100. The Merry Man (10-1); 101. The Merry Man (10-1); 102. The Merry Man (10-1); 103. The Merry Man (10-1); 104. The Merry Man (10-1); 105. The Merry Man (10-1); 106. The Merry Man (10-1); 107. The Merry Man (10-1); 108. The Merry Man (10-1); 109. The Merry Man (10-1); 110. The Merry Man (10-1); 111. The Merry Man (10-1); 112. The Merry Man (10-1); 113. The Merry Man (10-1); 114. The Merry Man (10-1); 115. The Merry Man (10-1); 116. The Merry Man (10-1); 117. The Merry Man (10-1); 118. The Merry Man (10-1); 119. The Merry Man (10-1); 120. The Merry Man (10-1); 121. The Merry Man (10-1); 122. The Merry Man (10-1); 123. The Merry Man (10-1); 124. The Merry Man (10-1); 125. The Merry Man (10-1); 126. The Merry Man (10-1); 127. The Merry Man (10-1); 128. The Merry Man (10-1); 129. The Merry Man (10-1); 130. The Merry Man (10-1); 131. The Merry Man (10-1); 132. The Merry Man (10-1); 133. The Merry Man (10-1); 134. The Merry Man (10-1); 135. The Merry Man (10-1); 136. The Merry Man (10-1); 137. The Merry Man (10-1); 138. The Merry Man (10-1); 139. The Merry Man (10-1); 140. The Merry Man (10-1); 141. The Merry Man (10-1); 142. The Merry Man (10-1); 143. The Merry Man (10-1); 144. The Merry Man (10-1); 145. The Merry Man (10-1); 146. The Merry Man (10-1); 147. The Merry Man (10-1); 148. The Merry Man (10-1); 149. The Merry Man (10-1); 150. The Merry Man (10-1); 151. The Merry Man (10-1); 152. The Merry Man (10-1); 153. The Merry Man (10-1); 154. The Merry Man (10-1); 155. The Merry Man (10-1); 156. The Merry Man (10-1); 157. The Merry Man (10-1); 158. The Merry Man (10-1); 159. The Merry Man (10-1); 160. The Merry Man (10-1); 161. The Merry Man (10-1); 162. The Merry Man (10-1); 163. The Merry Man (10-1); 164. The Merry Man (10-1); 165. The Merry Man (10-1); 166. The Merry Man (10-1); 167. The Merry Man (10-1); 168. The Merry Man (10-1); 169. The Merry Man (10-1); 170. The Merry Man (10-1); 171. The Merry Man (10-1); 172. The Merry Man (10-1); 173. The Merry Man (10-1); 174. The Merry Man (10-1); 175. The Merry Man (10-1); 176. The Merry Man (10-1); 177. The Merry Man (10-1); 178. The Merry Man (10-1); 179. The Merry Man (10-1); 180. The Merry Man (10-1); 181. The Merry Man (10-1); 182. The Merry Man (10-1); 183. The Merry Man (10-1); 184. The Merry Man (10-1);



BOOKS
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LIFE & TIMES

THURSDAY MARCH 19 1992



APPOINTMENTS
The cream of
managerial
jobs over
eleven pages

Bangs, gangs and Warren Beatty

Once tipped as the new James Dean, Beatty failed to maintain his early success. But with his new film *Bugsy*, he is back in form, says Geoff Brown

A ladies' man without peers, the arrogance overlaid with devastating charm. Someone magnetised by the power and bright lights that only California can provide. A man who digs in his heels once a pet project is launched: "If you're gonna do somethin', do it right," he argues when a one-million-dollar budget spirals upwards towards six.

Is this Benjamin "Bugsy" Siegel, the debonair gangster and founder of Las Vegas, or Warren Beatty, the actor, Don Juan and maverick film-maker who assumes his mantle in the sleek, greatly entertaining film *Bugsy*?

Not for the first time in Beatty's bizarre career, it becomes hard to separate the actor-producer from his adopted screen role; though Beatty, one hastens to add, only kills with his eyes, never with a revolver. This protean man, who addresses the Oxford Union one week, marries Annette Bening the next, dabbles in politics, and once in a while makes ambitious entertainments such as *Reds*, or commercial bull's-eyes such as *Dick Tracy*, has an ingrained fondness for portraying flawed heroes with collapsing dreams.

In Beatty's 1981 epic *Reds*, his chosen character, journalist John Reed, died in the turmoil following the Bolshevik revolution documented so passionately in *Ten Days that Shook the World*. Even Ronald Reagan, at a White House screening, regretted the absence of a happy ending.

Bugsy Siegel's dream was of a different order. He came to Hollywood to seize control of the West Coast rackets, basked in the limelight and struggled to construct the ultimate pleasure dome in desert-swamp Las Vegas. Ultimately, the gambler's audacity took hold, but rivals' displeasure and the love of a bad woman gunned his inventor down.

Watching Beatty's performance as Bugsy Siegel, I thought of the title Kevin Brownlow once gave to a documentary about director Abel Gance: *The Charm of Dynamite*. In *Dick Tracy*, despite the presence of his previous amour, Madonna, Beatty seemed an actor in cold storage. Here, he blasts his way out of the fridge with a psychopath's glint and much preening vanity: even when kicking someone to death Siegel finds time to adjust his hair.

Maybe Beatty's energies were freed by having no directorial responsibilities that burdened him. Barry Levinson, the writer-director of *Diner* and *Avaton*, who glides through the action with an almost lyrical finesse.

Beatty's mercurial performance immediately places *Bugsy* above *Billy Bathgate* in Hollywood's new gangster cycle. The film's tone, one of dark amusement at mankind's follies, is equally distinctive. Spying a fancy house as he drives, through Hollywood, *Bugsy* walks in, ejects the owner (Lawrence Tibbett, opera singer)



Double vision: Warren Beatty, in a mercurial performance as the debonair Bugsy Siegel, watches the lamentable screen test the Hollywood-struck gangster has made in Barry Levinson's new film

and takes up residence. He undertakes a lamentable screen test (the argument goes, if George Raft can do it...); he talks business with hoods in a chef's hat while a children's party lies pending. Absurd comedy constantly bubbles up in James Toback's script and a carnival of gangsters and Hollywood all-stars, excellently played by Harvey Keitel, Elliott Gould, Ben Kingsley and others, are always on hand.

The visual carnival is equally alluring. No film in recent memory evokes Forties California with such lustrous images: the man at the camera is Allen Daviau, often associated with Steven Spielberg.

To be sure, Beatty's hero never matches the brutish Bugsy of history, and Toback's script may soft-pedal Hollywood's obscenity before organised crime; but the rose tints stop with the spats, the brown suits, the polished chrome, and the surreal spectacle of Las Vegas rising up in a wasteland. *Bugsy* could have been just a nasty slice of gangster history; Beatty, Toback and Levinson make it a caustic valentine to Hollywood and the American dream.

These are topics Beatty knows much about. Look at his charmed, unpredictable life to date. The shy younger brother of Shirley MacLaine, he created an immediate impact in his 1959 Broadway debut, *A Loss of Roses*, and was tested for the screen kissing Jane

Fonda. "This boy," declared director Joshua Logan, "is the sexiest thing around!" *Splendor in the Grass*, in 1961, launched his film career: he seemed set to be the new Brando or Dean, intense and awesomely handsome.

But he refused to play safe. He appeared in artistic triumphs that no one, other than critics, were given much chance to see (Robert Rossen's *Lilith*, Arthur Penn's *Mickey One*). He idled away the time travelling. Then he put his head on the chopping block, producing and co-starring in *Bonnie and Clyde*, a gangster story mischievously spattered with blood, jokes and bullets. It became an enormous hit, and Beatty earned 40 per cent of the takings. Hollywood now realised he was more than a pretty face.

In *Bugsy*, Siegel keeps repeating a tongue-twister: "twenty dwarfs took turns doing handstands on the carpet", to improve his elocution. Beatty also likes to stretch himself. In the late Sixties he learned Russian and geared himself up for a film on John Reed, only to pull back when the Soviet Union invaded Czechoslovakia. Political yearnings have led him periodically to abandon movies altogether: instead of starring in *The Sting*, *The Godfather* and other hits, he spent 18 months championing George McGovern's presidential

campaign. Later, he stood behind Gary Hart.

Women claim his time, too. Where other actors' press handouts will acknowledge an interest in fine art, say, or good works, Beatty's mince no words: "He has an active and healthy libido. It has been said of him that every waking hour is spent in the pursuit of pulchritude and pleasure." Witnesses down the decades apparently include Joan Collins, Leslie Caron, Natalie Wood, Julie Christie, Britt Ekland, Michelle Phillips, Carly Simon, Diane Keaton, Isabelle Adjani, and even Mary Tyler Moore.

Finally, Beatty re-launched his stalled career. In 1975 he produced and starred in *Shampoo*, a comic morality about a stud hairdresser at the dawn of the Nixon era who bikes around with his drier placed in a symbolic part of his trousers. Finally, as a reward for the pots of money he made Paramount with *Heaven Can Wait*, it finally agreed to the John Reed film: three serious hours of romance and potencies. Beatty directed for the first time, earned much respect and an Oscar.

Six years later, the bomb dropped. In 1987 he produced and starred in *Ishtar*, a comedy that cost \$40 million, had very few jokes and joined *Heaven's Gate* in Hollywood's list of profligate, vilified films. Beatty needed a certain hit: so he realised a long-term

dream and became Dick Tracy, the comic-strip hero and righter of wrongs, dressed to kill in a yellow raincoat and snap-brim hat. The film kept cash registers ringing, and Beatty's bandwagon lurched forward again.

As an industry figure and a bedroom legend, Beatty's place in history is secure. As an actor, even after *Bugsy*, his position looks less certain. *Dick Tracy* highlighted the problem. He decked himself out in the fanciest clothes and the fairest face (most other males wore disfiguring prosthetics). But this was no hero audiences could warm to: he seemed remote, aloof, hidden from his feelings by his hat and coat, and the film's elaborate, artificial style.

Beatty leaps back to life in *Bugsy*, yet there remains a chill around the character's edges, which his on-screen romance with Annette Bening — playing the no-good starlet, Virginia Hill — does nothing to thaw. Whatever his private prowess, he remains a disappointing screen Casanova: James Toback's script, usually so acute, compounds the problem by leaving Virginia Hill as a sketch, not a fully drawn character.

A question mark must hang as well over Beatty's personal magnetism. Tabloid readers may be fascinated by his sex life, health fads and intellectual pursuits; this is a different matter from actively wanting to see him on screen.

Female hearts beat now for Keanu Reeves, or River Phoenix, strapping lads in their twenties. Beatty looks impressive for 54, yet even he cannot hold out for ever. "His skin hangs over his collar" one downtown girl remarked after a *Bugsy* preview. The big screen's magnifying glass can be cruel.

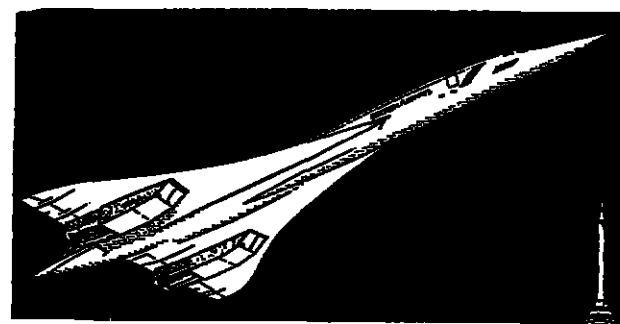
Yet Beatty should survive. Unlike *Bugsy* Siegel or John Reed, if his dreams collapse, another dream comes to take their place. Ahead of him now lies a long-planned film about Howard Hughes: Hollywood executive, eccentric businessman, famous

womaniser, notorious recluse, man of myth and mystery. Warren Beatty has been in training for the role all his life.

● *Bugsy* (18) opens tomorrow at the Odeon Leicester Square, London.

Arts	2.3
Books	4.5
Appointments	6-16
Law Report	18
Personal	19
TV, radio	20

TOMORROW
Valerie Grove on royal marriages



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Press button N for executive anxiety

A moral dilemma. Here I am, on my own, on the outskirts of Heathrow, in one of those executive-style hotels with its teakettle trouser press and its electric kettle and Typo too neat bag where room service used to be. My working day is over: tomorrow I shall fly to another executive-style hotel in Prague or New York where I shall have a pink-finish trouser press and a sachet of Nescafe.

I switch on the TV: each channel is equally Woganesque. But above the TV, because this is an executive hotel, is a card listing six movies which are repeated throughout the day and night, and which I can watch by pressing one of six buttons on the box next to the set. If I press one of those buttons a computer will blip somewhere behind the reception desk and £4.50 will automatically be added to the bill.

Four of the films are hot new releases that are currently playing the local cinemas: the other two have only ever existed on videotape and will never play at any cinema. *Hollywood Vixens*, says its coy précis on the card, the story of a young innocent caught up in the sexy, steamy world of the casting couch. *Big in Paris* is the story of a young innocent caught up in the

sexy, steamy world of the French vice trade. Both titles have the letter 'N' by them: 'N' for nudist. They are "adult" movies, hotelier-speak for soft porn.

So here is the dilemma. If I press button five does the computer tell the receptionist that I have simply watched one of the six movies, or does it tell her that I have just spent the night watching a specific film? *Hollywood Vixens*, for instance. Am I just imagining that knowing smirk on her face as I check out, or has she really got me tagged as another sad old pin-striped perv who gets his kicks watching badly dubbed, scratchy and extremely soft porn alone in hotel bedrooms?

It shouldn't worry me: why should I care what a strange woman in a plum-coloured poly-cotton mess jacket with a "Only Here To Help" badge believes my nocturnal habits to be?

Because it is, after all, nocturnal habits that we're talking about here, albeit refined, executive nocturnal habits. For that the films are there in the first place suggests that hoteliers have some strange insights into the average executive libido. It means that at some point the marketing managements of the hotel chains around the world must have sat down around their

PRIVATE LIFE

John Diamond on
an oddity among
hotel facilities



own teakette boardroom table and agreed on what it is that an executive really wants from his hotel room. And at the end of the list of overpriced mini-bars and malodorous soaps too tiny to lather the face, and clock radios that go off at 7pm when you set them for 7am, some bright spark around the marketing table put his hand up and said: Auto-criticism!

And who knows, he may be

right. That may be the first thing that a businessman, loosed from domesticity, thinks of when he checks into his hotel room, which would explain why the book stalls of hotels around the world always seem to be stuffed with paperbacks showing women wearing riding boots over their fishnets.

I think, though, that there is another reason why I have occasionally shelved out good expense account money to sit through the first ten tedious minutes of a film in which the only virtue is that the whole plot is contained in the single line of dialogue "Look Heigl! Those naughty window cleaners can see right into our changing room! Hey, guys! Why not come in and join us?"

"I think the point about hotel pornography," said a woman friend with whom I was discussing the matter, "is that it's insulting to suggest that sex is all the average businessman thinks about when he gets into his hotel room."

Well, up to a point: the fact is that when I've put the can-the-receptionist-tell-what-you've-been-watching question to any man who regularly uses hotels, he's known just what I mean. "In any case," the friend went on, "there's nothing in the hotels that you can't get in any video-hire shop." And

that, I think, is the point. I go to my video shop once a week or so and I hire regular movies for regular guys. When children come to visit I hire *Bambi*. The girl behind the counter knows that I love Steve Martin and hate Laurel and Hardy. How can I possibly ask her for a copy of *Swedish Sex Cop III*? But once I'm in that hotel room, I, and all those other embarrassing types, are liberated.

In fact it's a liberation from a constraint that we never really feel, but it somehow seems a shame to waste it. After all, one of the rules in the Book of Machismo is that from time to time a man should have watched a dirty movie, if for no other reason than to tell his mates how banal dirty movies are.

And on that basis the real moral question is no longer "is it right to watch dirty movies" but the sexual equivalent of that old ethical teaser "If you were offered £1m to press a button which somehow managed to kill a nameless beggar in the Calcutta gutters on the understanding that nobody would ever know, what would you do?"

The only problem is that I've never been able to find out from a hotelier whether, in the case of hotel TV sets at least, nobody really will ever know.

Geoff Brown reviews *Shining Through*, *La Belle Noiseuse*, *J'Embrasse pas*, *Till There Was You* and *Late For Dinner*

More of a dull glow, really

Right at the beginning, *Shining Through* (15, Odeon West End) shoots itself in the foot by introducing its main attraction, Melanie Griffith, covered with ageing latex for a BBC interview about her character's wartime exploits. "Every one said it's the BBC and they'll do it right," she crows. Thus emboldened, the old girl sets off down Memory Lane, recalling those days in 1942 when she spied in Berlin, and the air was thick with falling bombs, teeming extras in bright Nazi uniforms, and the kind of dialogue that makes toes curl. "What's a war for," she tells Michael Douglas, her contact in American intelligence, "if not to hold on to what we love?"

Once Griffith slips out of the latex, believability remains a big problem. Her role is that of Linda Voss, a New York secretary, half-Jewish, with a smart tongue, a head full of Hollywood espionage movies, and — thanks to an immigrant father — an ability to speak German like "a Berlin butcher's wife". Griffith can manage the independent working girl with ease. But no matter what hat the wardrobe department dig up, hers is hardly a period face, and that husk of a voice is ludicrously ill-equipped for gutturals. "Ein moment, bitte," she pipes faintly, chewing gum.

Not that much German is spoken: as in *The Moral Storm* and the other vintage movies from which Linda draws sustenance, all the Nazis in *Shining Through* have been to language school. Reality is pushed further to the rear by the production's overdose of Hollywood pomp and circumstance. Street scenes unfold under apocalyptic downpours; Berlin's railway station becomes a staggering expanse of milling passengers and puffing engines.

Twentieth Century Fox have reason to like David Selzer, the film's writer-director, by creating *The Women* he made them rich. But they face perdition if he wastes millions of dollars trying to enoble threadbare material best left to television mini-series.

As in all such series, familiar faces make guest appearances: Joely

Richardson, with bouncy blonde tresses, as Linda's elegant Berlin friend; Liam Neeson, his charisma wasted behind a German officer's cap and ribbons; John Gielgud, an ornament of the genre, as the Americans' Nazi contact. These actors escape comparatively lightly, unlike Michael Douglas, who, as Linda's mentor and lover, must follow her sentimental burblings and daff derring-do to the bitter, elongated end. True, he gets the girl, but, flashbacks over, he also gets the latex.

After a fuzzy Hollywood confection comes the stark luminosity of Jacques Rivette's *La Belle Noiseuse* (15, Chelsea Cinema, Renoir and Metro). Previous films by this most esoteric of New Wave directors have tended to head up a blind alley; but this awesome drama about a painter and his model makes direct contact with audiences. It also has the shimmer of a masterpiece.

Rivette, now in his early sixties, has always liked taking his time: one of his earlier films, *Out 1*, lasts 13 hours. He also likes shattering the wall of fiction, letting life and artifice mingle. But in *La Belle Noiseuse* he pockets his indulgences. The four hours' running time is justified: Rivette needs every minute to draw us into the creative pangs, the emotional whirlpool, of his burned-out painter (Michel Piccoli) and unwilling new model (Emmanuelle Béart), struggling to complete an abandoned canvas.

No other film lets us share so vividly in the artist's work with pen and brush. Clouzot's *The Picasso Mystery*, more than 30 years ago, distilled the artistic process into a documentary. But Rivette, building on a Balzac short story, adds layers of resonant fiction.

Frenhofer, the painter, had originally used his wife (Jane Birkin) as model; now, he is cajoled into using a visitor's girlfriend. "If I go the whole way, you see blood on the canvas," he warns. As the modelling sessions advance, no relationship is unsanctified: everyone bleeds.

Piccoli's daubings are actually the work of a *bonafide* painter, Bernard Dufour. But the film's controlling hand is always Rivette's. Using direct sound that cuts into the ears



Struggling through? Melanie Griffith holds on to a wounded Michael Douglas for support in David Selzer's *Shining Through*

(those allergic to scratchy pens, beware), he pares down cinema to essentials. A painter, a canvas, a resplendent model, a studio space: from these simple ingredients, he choreographs a hypnotic visual ballet that bears the mark of a master film-maker.

Piccoli gives a commanding performance, though the focus inevitably falls on Emmanuelle Béart as the young girl who comes to dominate her painter-tormentor. She copes magnificently with a demanding part; she is also, on occasion, nude, which has never been a drawback in French art-house cinema.

Béart appears again in André Téchiné's *J'Embrasse pas* (18, MGM Piccadilly, MGM Trocadero), as a Parisian hooker who captures the heart of an eager

country kid, gradually getting the innocence knocked out of him. This latter-day *Candide*, well played by Manuel Blanc, begins as a hospital stretcher-bearer. By the mid-way point, blunt charm still intact, he is a hustler in black leather, prowling the grey city streets, tangling with the likes of Béart and Philippe Noiret (as a gay television pundit).

Téchiné, nearing 50, first worked as a critic and teacher; his films can seem chic assemblages, born of too much deliberation. This new feature, his tenth, has clear enough virtues: fine acting, good nocturnal atmosphere, poignant silvers of Philippe Sarda music. Yet some crucial things remain missing: a point of view, a reason for this unedifying tale to be told.

Hint: "It's hot!" Her: "It gets hotter!" Lips move in for the kill as night descends on the South Pacific

island of Vanuatu. *Till There Was You* (PG, MGM Panton Street) is another unedifying tale, spun, alas, by John Seale, one of Australia's leading cameramen, responsible for *Witness* and *Rain Man*.

In the director's chair for the first time, Seale at least makes sure the pictures look pretty. But the jungle scenery and ethnic trappings go completely to waste when the surrounding story — a dead brother, a desperate wife and gold, gold, gold — proves so stale. Lead players include a third-rate pin-up (Mark Harmon), an opulent blonde prised from a Forties' time machine (Deborah Unger), and a sweating slice of ham (Jason Kravitz).

More time travelling in *Late For Dinner* (PG, MGM Haymarket, MGM Trocadero): two honest American Joes in 1962, running scared after an accidental shooting,

get zipped up and dunked into the deep freeze by a Dr Chibblains. Twenty-nine years later they awake to find an alien world of street crazies, mobile phones and five-dollar burgers.

Director W.D. Richter, previously responsible for *The Adventures of Buckaroo Banzai*, has an obvious feeling for off-beat fantasy, but the film's comedy quotient is paltry. Scenes run themselves into the ground as the hero (Brian Wimmer) and his slow-witted brother-in-law (Peter Berg) eat up the footage chatting. We begin to feel frozen in time ourselves.

Matters improve slightly once the lads renew contact with wife and sister. Putting aside his grab-bag of whimsies, Richter now goes for the tear-ducts. By this point, however, it is too late; we are cold, numb, and late for dinner.

ARTS BRIEF

Flat lux Europa

JOHN DRUMMOND, until lately controller of Radio 3 but now European Arts Festival supremo, has announced the most significant allocation so far from the fund at his disposal. The Edinburgh organisers of a city-wide exhibition of "light sculptures", to be called *Lux Europa*, have been granted £100,000. From October 22, when European culture ministers gather in the city, Edinburgh will be illuminated by the work of 12 sculptors, one from each EC country. The climax of the show will coincide with the European heads of government summit which Edinburgh will be playing host to on December 11.

Fresh pair

THE West End production of *Death and the Maiden* will soon have a new cast. Geraldine James and Paul Freeman take over the parts of the vengeance-seeking torture victim and her lawyer husband in Ariel Dorfman's play, starring Easter Monday at the Duke of York's theatre. The two replace Juliet Stevenson and Bill Paterson. Michael Byrne remains in the cast as the doctor.

Family bow

TWO top Russian-born musicians, the violinist Dmitry Sitkovetsky and the pianist Bella Davidovich, make their London debut as a duo at the Queen Elizabeth Hall on May 11. What is so unusual about that? Well, they are mother and son. They first appeared together at the Bolshoi Hall in Moscow in 1964, when Sitkovetsky was ten. Subsequently, both emigrated to the United States. Sitkovetsky's father Julian was a violin soloist who died of cancer at the age of 32.

Last chance...

WITH its field of harvest corn and poppies climbing to the sky, bathed in the golden light of memory, the Abbey Theatre's production of Brian Friel's *Dancing at Lughnasa* became the National Theatre hit of 1990 and transferred to the West End. The original cast dispersed but a new company brought life and energetic footwork to this elegy for a vanished Irish childhood briefly visited by pagan joy. Final performance is on Saturday at the Garrick (071-494 5085).

TELEVISION REVIEW

Quack endangers structure

For the first two-thirds of last night's Q.E.D. (BBC 1), I assumed it was a send-up. Henry Murray, the writer/producer, was worried about a golfball-sized lump under his jaw. Afraid that surgery might damage his looks, he resisted hot-footing it to the nearest hospital to have it removed.

Instead he chose to wander off into the Arizona desert with a film crew and put himself in the hands of a German biochemist who claimed to be able to cure anything from cancer to baldness.

Chris Wolf, the miracle man of the programme's title, was a pretty implausible healer. With no proper drug trials to his credit, he easily persuaded Murray to start taking capsules created from desert plants in a process that looked about as systematic as making marmalade.

The recipe came from the Navajo Indians, naturally. For good measure, Wolf added some tree-bark from Amazo-

nia and boiled it all up in a bucket. Plants are a good source of drugs, but it is usual to test them for toxicity and effectiveness first. All Murray had to go on were the testimonials of a series of laid-back Californians who said they felt better after taking Wolf's capsules.

Wolf turned out to have created a rejuvenating skin cream, too, derived from a recipe in an ancient Egyptian papyrus, and to have taken advice from the crew of an unidentified flying object. "This is pretty deep," he said. "People who live in big cities won't understand it." Too right.

I hardly need add that the capsules did Murray no perceptible good. At the end of the four-week treatment the lump was as big as it had been at the beginning. He looked rueful, but refused to draw the conclusion that was staring him in the face.

So what was the point of the programme? Harmless enter-

tainment, perhaps, but how harmless is it to propagate New Age illusions in what is supposed to be a scientific slot? If a drug company makes the tiniest slip, the documentary-makers are lightning-quick in their condemnation. Yet here was an unembarrassed plug for a quack cure, manufactured in appallingly unhygienic conditions and never tested for either toxicity or effectiveness.

Murray failed to cure his lump — that is his privilege, and he can take his own chances. I don't care. I don't even care, much, that the BBC supported him, though it pains me. But it does matter a lot if others who suffer from similar conditions are persuaded to pursue worthless cures, at their own expense, in the mistaken belief that the drug companies are deliberately keeping quiet about them to swell their profits. It would not be too strong to describe that as wicked.

NIGEL HAWKES

ROCK RECORDS

Classy rockers and drinking buddies



Keith Richards: his music remains generous and warm.

Nirvana and the Seattle-based Sub Pop movement paved the way for the rejuvenation of the heavy rock genre, and now with the arrival of Pearl Jam, also from Seattle, the process is complete. Ten is in many respects a conventional hard rock album, with loud guitar solos, a musclebound rhythm section, and riffs that pump and judder like a train passing overhead. But there is a welcome freshness and potency in the group's approach.

Singer Eddie Vedder sounds at times like Michael Stipe of R.E.M. and he peddles a similar line in lyrical Angst, though without getting too precious about it. With its blunt, one-word titles, its imaginative avoidance of cliché and its knowing, left-field ambience, *Ten* is inspired, modern metal with a welcome touch of class.

In Switzerland, where they do things differently, a trio called The Young Gods has contrived to create an evocative strain of industrial-strength metal on its latest album *T.V. Sky*, using nothing but synthesizers, a drum kit and a singer with a Jim Morrison fixation. The "gui-

tar" parts which stitch together this intriguing din are all sampled from sources which sound like anyone from Metallica to ZZ Top. Combining elements of European

gothic with American hardcore, the Gods reap a cacophonous whirlwind of strange explosive riffs and abstract noise: an experience not for the faint-hearted.

Pearl Jam: *Ten* (Epic 468884 2)
The Young Gods: *T.V. Sky* (Play It Again Sam BIAS 201 CD)
Keith Richards and The X-Pensive Winos: *Live at the Hollywood Palladium, December 15, 1988* (Virgin America CDVUS 45).

The "official bootleg" recording of Keith Richards's 1988 tour with his "other" group, the X-Pensive Winos, *Live at the Hollywood Palladium*, is music in a more relaxed and familiar vein, although on tracks such as "Take It So Hard" and "Whip It Up", Richards's gnarled and raddled voice is so wide of the mark that it sounds mildly surreal.

Richards steers his X-Pensive Winos through affectionate re-runs of songs from his *Talk Is Cheap* album, together with old Rolling Stones numbers including "Happy" and "Connection". The effect is loose but lucid, and it is strangely touching that, after all he has been through, Richards can still muster such an unaffected warmth and generosity of spirit in his music.

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Edwardian genius at large

Bertrand Russell became Ottoline Morrell's lover, argues Anthony Quinton, as his creativity flagged

For Russell, as for practically everyone else in Europe, the year 1914 was a major turning point. In his case it involved, first of all, an end to his extraordinarily intense and influential commitment to work in logic. After his emergence from Hegelianism in 1898 he had been preoccupied with what he described as the task of finding some reason to believe in the truth of mathematics. First, with *The Principles of Mathematics* in 1903, he had laid the philosophical foundations. Then, with Alfred North Whitehead, he had succeeded in deriving mathematics from an improved logic in the three-volume *Principia Mathematica* (1910-13).

When he could see some light at the end of this great tunnel of labour, he had moved to the less rarefied topic of the theory of knowledge, bringing out his brilliant sketch of it for the general reader, *The Problems of Philosophy*, in 1911. But the larger work on the topic which he then went on to draft he saw as having been demolished by the passionately expressed criticisms of Wittgenstein, which had a disabling effect on his professional self-confidence.

He had already taken various public issues up in a serious way. First, free trade and then female suffrage, the latter to the extent of standing as a suffragist candidate for Wimbledon. Oddly, in the light of later developments, he was a moderate, opposed to the militants, with their bombs and hunger strikes, and he firmly defended forcible feeding of those who went in for such strikes. Opposition to the war was to bring out a much more vehement radicalism and to preoccupy him at the expense of most other interests while it lasted.

Russell had decided he was no longer in love with his first wife, Alys Pearsall Smith, in 1902, after eight years of marriage. But they continued to live rather happily together, although with increasing absences on his part, until 1911 and the explosive insurrection of his affair with Lady Ottoline Morrell. But, if not exactly orthodox, his sexual morality remained essentially virtuous in practice until an agreeably farcical coupling in Chicago with one of the four daughters of his host, spent in her room while one of her sisters stood on guard outside. Alys's ardently virginal wooer had made



Bertrand Russell and Alys Pearsall Smith at the time of their honeymoon in 1895. He wrote to her then: "I suspect I am not much good at Philosophy..."

the first large move towards becoming the energetic womaniser of his later years. After the fairly ghastly matriarchal imprisonment of his youth, Russell first came fully alive at Cambridge. In a manner appropriate to one about to spend several years wrestling with a paradox, he ceased to live in Cambridge on becoming a fellow of Trinity, but went back, in term time at least, in 1910.

With the war he drifted away, until he was expelled from his fellowship as a result of his opposition to it. He was never really — or, at any rate, for very long — an academic again. Instead he became a political agitator, a journalist, the head of a progressive school, an exile and, finally, an agitator once more.

The letters of someone important that survive are bound to be a chance selection, except where the writer is the sort of cold-blooded self-admirer who keeps copies of everything. In Russell's case the luck is not all that good. What has

mainly survived is his correspondence with Alys and then with Ottoline and it is, for the most part, windy, nebulous stuff.

Much of it is composed of anxious meditation about the emotions and spiritual purposes of Russell and whichever of them he is writing to, about their characters and about the inward nature of the relationship between them. Quite often he is apologising for something sharp he let slip in a conversation shortly before. These apologies, though sincere enough, are not always calculated to mend matters. To Alys he writes: "If there had more brains there wouldn't care so much about mine." Ottoline catches it for holding religious beliefs without acknowledging the need for any intellectual support for them and Russell has to eat humble pie for that.

There is some unworthily amusing material about the sexual problems of the two unions. Beforehand Alys thought she would not like intercourse, at least on the scale Russell had in mind. As it

turned out the opposite happened. Six months before they were married he got round to kissing her breasts, an event he refers to as "our sudden and wonderful conquest of purity and love", by which he did not mean that purity and love were overcome, but that they survived the ordeal. Ottoline wrote in her diary of "his unattractive body". However, "our spirits united in a single flame, as if his soul penetrated mine."

The style of Russell's amorous letters often descends to the fustian of *A Free Man's Worship* ("Brief and powerless is man's life; on him and all his race the slow, sure doom falls pitiless and dark"). Thus he writes to Ottoline, "I shall not fall in truth... You shall have always the cold steel that has been tempered in the fire."

But there is other better stuff in his letters to Alys and Ottoline, above all when he is not either excited by or worried about them. There are some nice, dry little donnish jokes, such as: "It is most aggravating to find that, though one can disprove the reality of space and time in a few strokes of the pen after reading a little metaphysics, it makes no apparent difference to the malignity of their operations."

There are some uncomplimentary judgements of character, such as this of the philosopher W. H. Sorley: "Dull, pompous, hypocritical and stupid and Scotch." There are some fine set-piece descriptions, as of a dinner for Henri Bergson who was disconcerted to be praised by Bernard Shaw for coming round to the latter's philosophy. Some intriguing pieces of information are conveyed: that the A. N. Whiteheads had eight ser-

vants, that Logan Pearsall Smith in 1893 was collecting money and clothes to help miners on strike in Barnsley, that Russell already had progressive ideas in the 1890s about sex education, coeducational schooling, the need for state subsidies for mothers.

Many people move across the scene: Balfour, McTaggart, Santayana, Asquith, Berenson, the youthful T. S. Eliot. The Webbs are finely commented on: "They have a competent way of sizing up a Cathedral, and pronouncing on it with an air of authority and an evident feeling that the LCC would have done it better."

Nicholas Griffin's editing is informed and informative, sometimes a bit too much so. His linking remarks quote most helpfully from diaries and letters back to Russell. The evidence for much familiar biographical material is to be found in these letters. There is also a direct demonstration of private earnestness and professional industry that can seldom have been matched.

This septic isle

Jim McCue

ARCADIA
By Jim Crace
Cape, £14.99

Human progress seems always to trample upon people. Some cannot adapt and have no refuge. Commerce, innovation or developers can unwittingly destroy rural livelihoods which have continued for generations. Then the city is often the only hope and a longed-for escape. Here, in "the urban universe of make-and-take-and-sell", some thrive and build empires, like Victor, once an urban selling boiled eggs, now the millionaire owner of the whole marketplace. Others, like the bag-ladies, tramps and whores, remain parasites on the city's life. There is a city for the rich — artificial, servile, defended — while outside and around the edges is another city, for the poor, who from day to day live on their wits or die.

Jim Crace is uneasy about how power uproots marginal people, yet he admires the tenacity which enables some of them to begin again in a new crevice or loophole, and thrive once more. *Arcadia* is a hymn to the continuing city. Yet this is held in balance by contempt for the kind of capitalist Darwinism which would allow only the fittest to survive.

Looking down on the city from his corporate headquarters and home, a cloud-capped tower which he rarely leaves, Victor decides to rebuild the 600-year-old fruit-market. A competition is held, and won by the firm which best flatters the client. Victor has lost touch with the needs of the stallholders. His promise that they will be consulted about the new development is worthless, for the most powerful ego in the arcade is the uncompromising celebrity architect, Signor Busi.

Busi's fantasy in glass is a "hermetically sealed nostalgia" of international anonymity, containing, as well as shops and restaurants, a managed wilderness: an aviary, fountains, a Jungle Crèche. After destroying nature, we build an enormous greenhouse; and perhaps now we must deploy creepers and philodendrons, as Busi does, to filter pollution from our compressed-air atmosphere. Such Arcadian schemes are modern man's attempt to synthesise Eden, though the *rus in urbe* of



Crace: even-handed concern

(say) the Barbican Centre falls a little short.

Crace's writing is impeccably even and even-handed. There is something to be said for the bleakish-free, supernaturally succulent fruit of the new market: there is something to be said for the rugged, ragged produce sold off the back of a van in a paper bag with "a pair of ears". Neither is unduly favoured or condemned by descriptive tone. As a title, *Arcadia* is rich — perhaps richly ironic — because it may refer to the countryside or to the medieval market, and is the name chosen, without authorial sneering, for the new development. Each is a different *idyll*, each in a way *delusive*.

The texture of Crace's writing is as unselfconscious as cliché — and as just. "The pain was memorable (how much better than failing to evoke its degree); the old men's coughs 'could no longer reach and clear the tickling dryness in their throats' (simple and exact); a woman giving up on love becomes 'more loyal to work which she now thought of as 'career'". Finally, the discontented and dispossessed rise up to resist the development: fires start; rioting breaks out; the district police improvise. "Their strategy was unheeded."

Now Crace loses his pace. The chief of police sends in the riot squad without interrupting his dinner: the rioters are portrayed as innocents, figures even of comedy as they throw fruit at the police. "I am proud to have an opportunity to pay tribute to the spirit and courage of these two young men," said Arthur Scargill of the miners who dropped a concrete slab off a motorway bridge, killing a taxi-driver. Crace's police are "well trained. It was a rule that policemen who were obliged to assault a suspect on the street would not arrest the man, but leave him to be found by other officers."

The sarcasm here is crude and ugly ("obliged to assault"); the implication about the role of the police in British riots of the 1980s is unsubstantiated. Fortunately, a final section achieves something like a reconciliation, for what they gave cities with is not gold, says Crace, but hope.

Chelsea bunbury tells all

Paul Golding

ANYTHING ONCE
By Joan Wyndham
Sinclair-Stevenson, £15.95

This is the final, perhaps not the funniest, but certainly the finest instalment of Joan Wyndham's autobiographical trilogy. Whereas its precursors were restricted to an account of the author's bumbling amorous exploits in her youth, this new volume crams over four decades into its pages.

Wyndham relies less heavily than before upon *jeune-fille* journal entries. *Anything Once* is a balanced amalgam of diary excerpts, letters and recollections. It is the work of a circumspect adult and, even if it lacks the innocent charm of its forerunners, the narrative freshness, self-mocking frankness and asbestos humour of this irrepressible Chelsea doyenne have not waned.

This author's great gift has always been her confidential, self-effacing tone. This is heightened in *Anything Once*. Wyndham may still be glib, but she is more compassionate. This is less a book about growing up than one about growing away and, on occasion, nearly going mad.

After her unfulfilling first marriage to the son of a former dockers, she formed a lifelong bond with an unorthodox Russian Jew raised in China. She takes us to Baghdad in the Fifties; thence to Oxford, where she opens the town's pioneer Espresso bar; to the Camargue — propelled by a fixation with a homosexual psychopath; to Ibiza, where, at the age of 48, she took drugs for the first time; to the Rajneesh Ashram in Suffolk; to mediums, faith healers, quacks; and, finally, to hospital, where she successfully combats cancer.

At the heart of *Anything Once* beats the spirit of Wyndham's beloved Chelsea, the only true constant in her madcap adventures. It is the place where, she teasingly claims, she now plans to remain: musing on heaven, making lists of what she hopes to find there and, between lists, pouring herself well-deserved whiskies.

A tenner in the old man's hat



Keith Waterhouse: an uncharitable view of philanthropy

Let's be a little scientific about this. On a purely formal level, Keith Waterhouse's latest jabbing-jobbing-jibbing novel is a comedy. This, it goes without saying, is quite different from a tragicomedy, let alone a cagitromedy or tromitagedy. Comedy may seem to be what is whistling off every page, lodging itself as a recurrent guffaw in the reader's lungs but, if we are being at all serious about these things, the book is a cut-and-dried tragedy.

No, really. Just look at that ineluctable movement from order to chaos, as the sleepy town of Badger's Heath plunges head-first into the slithering horror of "Bananaskin Week", a charity jamboree of unprecedented scale, eccentricity, and breathless altruism. Look at the narrator's frequent references to fate and impending doom, even as he cavorts and canoodles with strapping widow Rosie Greenleaf (she of the skimpy underwear and unseemable lumb). Look at the apocalyptic carnage of the Youth Prayer Rally, when the starry-eyed bible-bashers from the Living God Tabernacle come halo-to-helmet with the notorious Brighton Chapter of Satan's Soldiers.

On a purely technical level, the book is a nonpostmodernist neo-

Michael Wright

UNSWEET CHARITY
By Keith Waterhouse
Hodder & Stoughton, £14.99

chauvinist rollicking romp: good old fashioned fun, in other words. It is essentially an extended suicide note, related with anguished hindsight by the all-too-human Oliver Kettle, middle-aged and resolutely bourgeois editor of the *Badger's Fleet Herald*.

Caught up in a booby swamp of intrigue, adultery, and blackmail, Kettle finds himself bleakly engulfed in "a whodunnit where one knows the criminal without knowing the crime". Does that not make it a "himdunnit"? The suspense is of the girders — rather than the tenterhooks — variety, but Waterhouse keeps us guessing a little and sniggering a lot and a jolly good time was had by all.

On a purely satirical level, this is a blunderbuss of a book: noisy, primitive, and harmless. The target is British hypocrisy, and especially the guilt-driven fervour with which little-Englanders pedal the charity bandwagon. Kettle reckons that "if we had started a fund for sick cockroaches, our readers would have over-subscribed it".

But, like a toothless Rottweiler enthusiastically welcoming the postman, Waterhouse's satire is all bark and no bite: one can almost detect his tail wagging throughout his waggish tale.

On a purely surreal level, the novel isn't.

On a purely linguistic level, it's a pubgubby book. The sentences are solid, bland, functional: as drab as processed pâté, as unobtrusive as breaded scallop, as uninspiring as a steaming green slab of microwaved lasagne. That is fair enough, considering that Waterhouse's hick back narrator is hardly a man likely to be intoxicated by the aesthetic possibilities of language. But one cannot help feeling disappointed, especially after the word-spinning sparkle of *Bimbo*, which so poignantly and comically captured the voice of a Page Three Stunna in all her bobbysoxing glory.

Finally, on a purely mathematical level, this is what is known as a Sixteenist work. Its 256 pages are divided into 16 chapters of roughly 16 pages each, peopled with 16 main characters, and wrapped in a dustjacket that is 16cm wide. Weighed to the nearest pound, it tips the scales at 16 ounces. I ate 16 oysters in the course of reading it. So let no man accuse this review of being unscientific.

B-movie guys and dollars

Stephen Hargrave

DAMON RUNYON
A Life

By Jimmy Breslin
Hodder & Stoughton, £17.99
DOUBLE CROSS
The Story of the Man
who Controlled America
By Sam and Chuck Giancana
Macdonald, £16.99

prose, but it does seem that Runyon was born in the small town of Manhattan, Kansas in 1880. The son of an entrepreneurial journalist, he did his first reporting at 12, later serving in the US Army in the Philippines before moving on to the other Manhattan and an unshakable position as chief low-life feature writer for the Hearst newspaper group. He died in 1946.

Like Runyon, this biography presents us with the lovable side of the gangster lifestyle. They may kill and maim, but they live life to the full and talk like B-movie filmstars. That is partly because Runyon himself set the tone for those movies. In *America the hood* and the seedy private dick alike are seen in heroic proportions. It says something for the Land of Opportunity that it should celebrate its small-timers thus, and Runyon is a key figure in that tradition.

Breslin largely avoids such speculations, preferring a stream of wisecracks and long digressions in which Runyon himself is forgotten. Thus we are treated to five pages of his father's war dispatches, several more on 1880s print technology, a history of New York's City Hall and dozens of lengthy conversations reported verbatim in direct speech. Unless Runyon owned the world's first

tape recorder, these conversations may have been invented. If this might be false, how much is true?

It is not simply a matter of detail. There is plenty of detail, most of it pointless. Indeed the episodic nature of the text suggests that America's most celebrated writer/journalist must have produced it in the brief pauses between some of his more colourful columns. But we are not really interested (are we?) in what Champ Segal said to Nigger Nate Raymond when George McGovern shot Arnie Rothstein; nor are we all that interested in the details, such as Breslin provides, of Runyon's own daily round of race-track, boxing hall and speakeasy. We are interested in what drove a very good writer to spend his life in the gutter.

There are, incidentally, no footnotes, index or photographs. *Double Cross* has a good index

and plenty of photographs, mostly of people who were up to no good. Its authors are the son and nephew of Chuck "Mooney" Giancana, formerly Mafia boss of Chicago. The book lacks the pretensions of the Runyon biography and is all the better for it. Mooney is presented as a greedy psychopath who not only killed people when he felt like it but made normal life impossible for his own family. This is a camera-angle never used in the B-movies.

The authors rely on Sam's recollection of conversations with his brother. Mooney claimed to have been involved in many major events over the years and the word of a Mob chief is perhaps not the most reliable; but anyone who still believes that Lee Harvey Oswald was the lone assassin of Jack Kennedy should read this book.

Mooney himself came to the mobster's traditional end in 1975,

What to do
if it hangs

JASON HAWKES

Conscience of art in a merciless age

As E. H. Gombrich points out at the beginning of his perceptive foreword to this selection of letters, those who fashion an image of an artist out of what they know of his work, and interpret the work in terms of their image of the artist's personality, are often doomed to disappointment. In Oskar Kokoschka's case, however, there is no such discrepancy. From 1904 when, at the age of 18, he won a scholarship to the Viennese School of Arts and Crafts, to 1976 when, at the age of ninety, he produced the drawings for his last set of lithographs, Kokoschka never ceased to explore the conscious and subconscious world — his "sea with visions as its only horizon."

Whether as painter, playwright, essayist or teacher, he strove to reconcile life with art and art with life: for only by doing so could he realise his creative ideal. Expressionism, for Kokoschka, was a medium for giving form to human experience.

Happily, it is the human side of the artist that is best represented in this collection. Selected from the four-volume German edition by his widow, Olga, and his friend, the poet, novelist and translator, Alfred Marnau, the letters highlight Kokoschka's impetuosity, warmth and courage, his sense of mission as an artist and an educator and, above all, his passionate friendships with women.

Of these, it was Gustav Mahler's widow, Alma, whom Kokoschka met in Vienna in 1912 at the age of 26, who first opened his eyes to the overpowering force of erotic love. Within three days he was imploring her to become his wife "in secret so long as I am poor..." In the course of their affair he deluged her with more than 400 letters.

The 50 included in this volume make dramatic reading. From the outset Kokoschka admitted his jealousy, not only of Mahler, but of everything in Alma's past and present that prevented their becoming one in body and mind. "I can't come to you in peace, so long as I know that another man, dead or alive, inhabits you," he wrote in June 1912, "...I am

Oskar Kokoschka died in 1980,
still painting. Susanne Keegan
reads his remarkable letters

impatient and want to burn everything in the past which... would be bound to make our union wretched."

Again, and again Kokoschka exhorted Alma to renounce all he considered shallow in her life. Alma obviously paid some heed.

For, a few days later, he wrote approvingly that he was "really delighted by your revised ideas about your retreat from society. Inner peace, giving up the struggle to shine and impress other people. We'll be so happy."

Happiness, however, was to elude them both. Kokoschka's desire to possess Alma body and soul became increasingly oppressive. Nothing, not even the great hymn to their love, his painting "Die Wundebraut", completed at the end of 1913, could persuade Alma to marry him. Worse still, in the spring of 1914, Alma had renewed her friendship with the

architect Walter Gropius and, as a result, aborted Kokoschka's child.

Unlike the head and lung injuries that nearly cost him his life in August 1915, this was a wound that never healed. "What have you created to take the place of what you destroyed?" he demanded in a

hitherto unpublished letter to Alma in 1937, urging her to use her influence with her friend Kurt von Schuchting on "behalf of artists declared 'degenerate' by Hitler."

Nevertheless, despite the misery it caused him at the time, Kokoschka found fresh artistic and emotional impetus after his parting from Alma — reflected in the lighthearted, optimistic letters written to the Russian singer, Anna Kallin, Alice Lehmann, and a young American, Marguerite Loeb, in the course of his travels in Europe and North Africa during the twenties. In these, as in all his correspondence, Kokoschka

OSKAR KOKOSCHKA
Letters 1905-1976
Selected by Olga Kokoschka
and Alfred Marnau
Thames & Hudson, £24.95



Oskar Kokoschka: "Tower Bridge III", Lithograph 1967

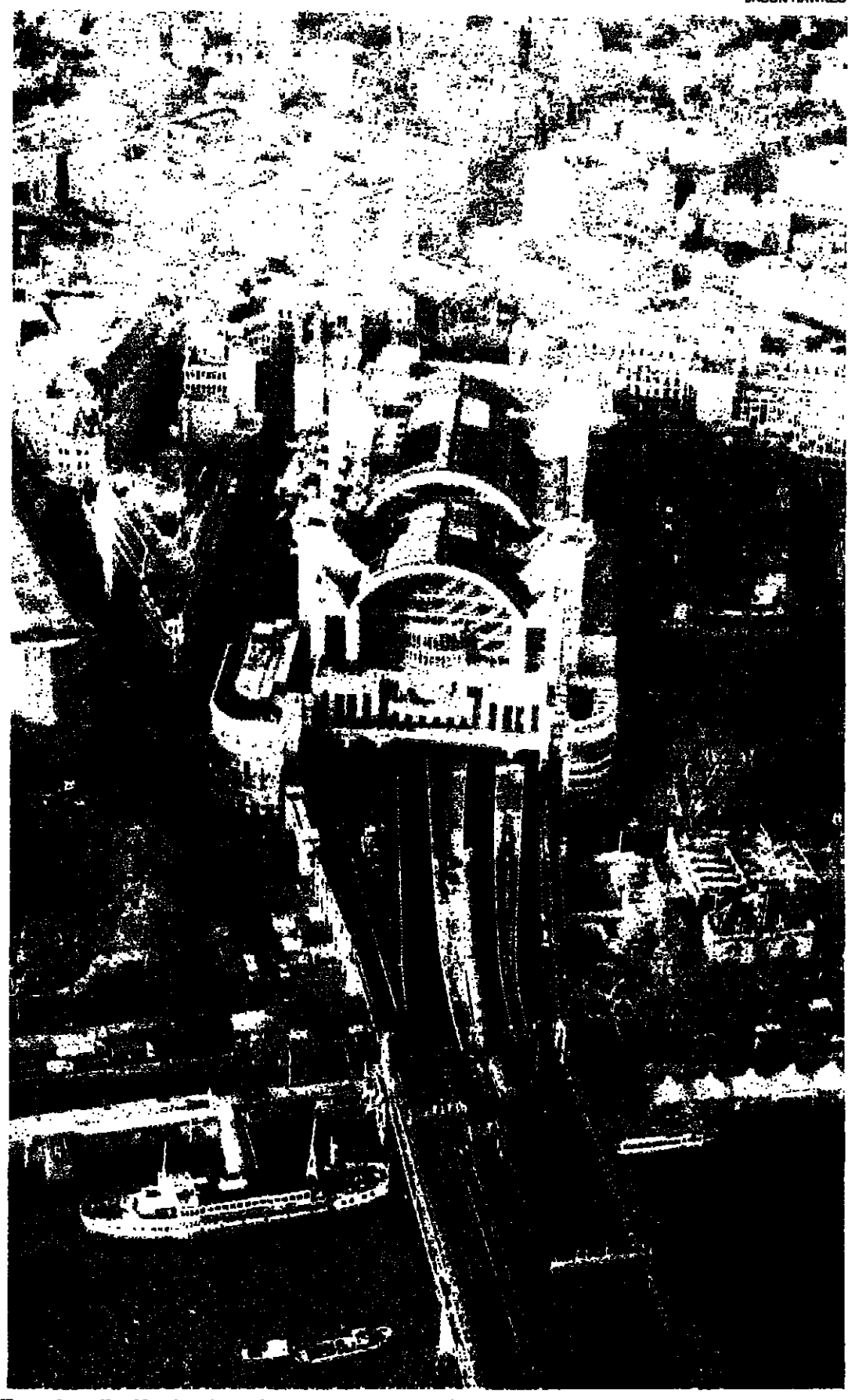
shows himself to be a natural writer, with an artist's eye for detail, and an often mordant wit. "My dear old owl friend", he wrote to the poet Albert Ehrenstein from Prague in the summer of 1935, having just finished a portrait of the aged President, Thomas Masaryk. "I've made him look healthy, everyone agreed about that, but all I was thinking was: 50 crowns a day in tips, and I didn't even earn a gong. Order of the Bohemian Lion, or anything like that!"

Although deeply depressed by the political events of the thirties and forties, blaming them on "our hypocritical, blood-thirsty civilization", Kokoschka never ceased to believe in the regenerative powers of art, music and nature. In London with Olga during the war, he wrote to Donald Wolf that his acting "made us soar in a delicious spiritual atmosphere" and to Wilhelm Furtwängler that his "mysterious musical spirit... inspires everyone who has the luck to hear you."

It was his belief in the healing power of seeing the world unclouded by theory that led Kokoschka to found an International School for the Visual Arts in Salzburg in 1953. Disappointingly, there are few examples of letters describing the gestation of his own work. Three notable exceptions chart the progress of a "double portrait of John and Betty Cowles, painted in Minneapolis in the autumn of 1949. 'I painted for eight hours today,' he wrote to Olga, 'and am ready to drop... I scrubbed the whole thing yesterday for the third time, and painted it all over again and then of course I was appalled at having wasted the work of forty long sittings... But I had no choice, because the painting wasn't dense enough...'

When writing to Augustus John, asking for his support for his application to become a British citizen (granted in 1947) Kokoschka said that he wanted to paint until he died. As this book shows, this is exactly what he did.

Susanne Keegan is the biographer of Alma Mahler. She is writing a life of Kokoschka.



Terry Farrell's Charing Cross building (1990), one of many aerial photographs by Jason Hawkes in London from the Air (Ebury Press). Felix Barker calls it a "Mighty Wurlitzer of a train shed".

Daniel Johnson

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In my hall hangs an old print by a forgotten French artist called Meissonier, dated 1859, entitled "La lecture chez Diderot". It shows the great philosopher and some of those who collaborated with him on the Encyclopédie, who included d'Alembert, Rousseau, Voltaire, Montesquieu and D'Holbach. The notion of a "companion to the Enlightenment" would have appealed to the encyclopedists, with their officious self-promotion as sole agents of the disillusionment of a benighted mankind.

Blackwell's handsome volume shares the Francophone bias of the period (roughly 1720 to 1780) which it covers. D.J. Fletcher's article on "France" makes this explicit: "The French concept of *les lumières*," he says, "is the result

of a gradual evolution from the 17th century notion of spiritual illumination emanating from a divine source to its present secularised sense of intellectual enlightenment." The French century owed much to foreign precursors such as Newton or Leibniz, and the most precious legacies of the epoch were probably Scottish or German rather than French; but the Companion quite properly treats the 18th century on its own terms.

More trouble might have been taken by the editors to avert contradiction and repetition, which are bound to occur when

hundreds of articles are written by scores of scholars. A few examples: two articles about "ideology" and "ideology" attribute the coining of the term "idéologie" (the science of ideas) to two different men, Lalande and Destutt de Tracy. The same long quotation from Hume recurs in articles on "human nature" and "individualism", while there is some overlapping between articles on such closely related subjects as "philosophes" and "intelligentsia", say, or "constitutionalism", "jurisprudence", "justice", "law" and "natural law".

But these are quibbles. This enlightening companion is a work

of reference valuable to anybody interested in the history of thought. A pity that its cost puts it far beyond the means of all but a handful of libraries and scholars.

The same criticism cannot be made of the new Cambridge companions to the philosophers: though exorbitantly priced in paperback, they are published simultaneously in paperback at a price that the undergraduate or private scholar can afford. These are not encyclopedic, but are collections of essays on the main aspects of each thinker's work.

Of the first three subjects — Marx, Freud and Kant — only the

last was a philosopher in the narrowly defined sense. While I welcome the wider definition of philosophy adopted by the progenitors of this grandiose enterprise (some 20 volumes are already in progress), in the case of Marx and Freud the critical distance proper to such a scholarly exegesis is harder to maintain than with a figure such as Kant.

The volume on Marx is almost entirely written by academics sympathetic to Marxism. Several of the contributors engage in polemics which do nothing to assist the reader who merely wishes to know where Marx was coming from and

what he (not Engels) wrote. Freud's companion largely avoids this danger because few of its contributors are Freudians. The study of Freud's relationship with Vienna, London, Paris and Rome by Carl Schorske is (like everything by that great scholar's pen) luminous. The essays on Kant are consistently clear and well-argued, and there is an excellent survey of the first 20 years of Kant's reception. A pity the editor did not include another article on more recent debates on the Kantian legacy: there is no mention, for instance, of Max Scheler's assault on Kantian ethics. The Freud volume includes a single item devoted to the critique of psychoanalysis by Adolf Grünbaum. In the case of Marx, this exclusion of criticism is laughable.

What to do if it hangs

Every four or five years, from his hibernatory hole, creeps blinking into the sunlight that singular breed of person, the professional psephologist.

Psephologists are interested in all things political. Some have political views of their own, usually moderate views and usually moderately held. But politics-as-substance is not their passion. What excites them is facts. David Butler, the grandfather of psephology who retires this year from his 40-year fellowship at Nuffield, refers to Sir Isaiah Berlin's classic divide between the hedgehog, who knows one big thing, and the fox, who knows lots of little things, cheerfully affirming that he and his descendants are foxes. These are the Bill Frindalls of politics, who can tell you at the push of a button what the swing to Labour was in 1964, or how the redrawing of a boundary will turn this seat or that from safe to marginal, and which ministers will be unseated on what swing.

Naturally, they wish to exploit this esoteric knowledge when its value is at its highest, during the election. Two eminent practitioners, David McKie of *The Guardian* and David Cowling of *ITN* are the prime movers behind these two election guides.

The *Guardian* guide starts off *Guardianesque*: that is to say, before you are asked to digest hard data, you are offered soft reads by *Guardian* writers. These are followed by a solid compendium of evidence on the Tory record, and the strict psephology is not *Guardianesque*. That is to say, it contains few errors

David Lipsey

THE ITN GUIDE TO
THE ELECTION 1992
Edited by David Cowling
Bantam, £9.99

THE ELECTION
A voter's guide
Edited by David McKie
Fourth Estate, £9.99

ELECTIONS IN
BRITAIN TODAY
A guide for Voters
and Students
By Dick Leonard
Macmillan, £14.99

and misprints, though it inaccurately suggests that on a 4 per cent swing to Labour the Tories would win 322 seats, where in fact they would win 325.

You would think the *Guardian* book comprehensive until you saw the *ITN* book. It contains no elegant essays, nor does it essay an assessment of the government's record, but it reaches parts that other guides do not reach. See page 194 if you want to know how Labour's ethnic candidates fared, or page 200 for the opinion polls of 1987 or page 141 if you want to know the election expenses limits. Serious psephological groups will acquire both volumes.

They will also want Dick Leonard's revised edition of his *Elections in Britain Today*, which is a lucidly-written and comprehensive guide. If there is a hung parliament, it will be particularly useful beyond election day, since it contains the nearest thing on earth to a comprehensible explanation of alternative systems of proportional representation.

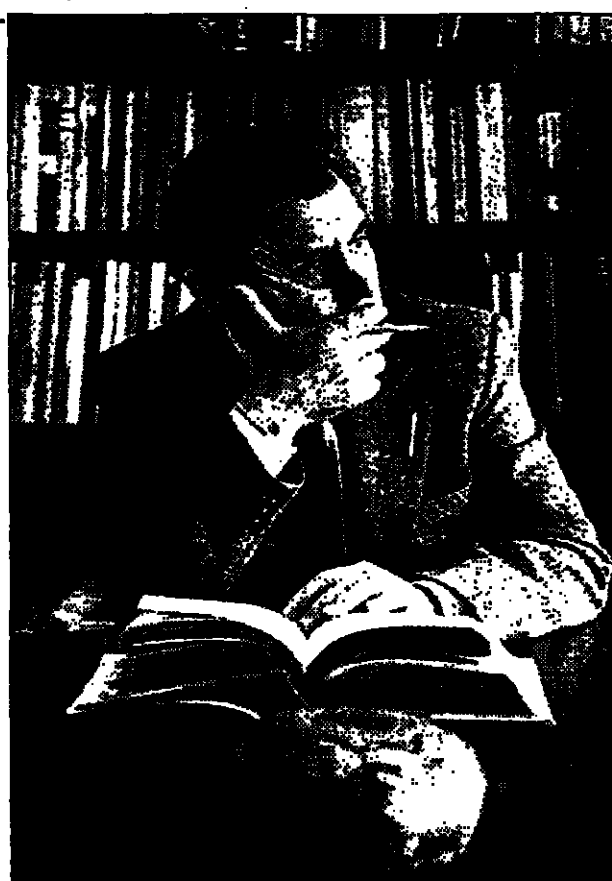
Great, good and literate

Richard Hoggart can be almost aggressively unflinching. The jacket of this book is the colour of green emulsion paint. It is illustrated by L.S. Lowry's "Private View" — twenty figures, mostly solitary, their style of dress provincial, gazing without animation at the canvases in a flat-fitted gallery. Do not be deceived.

And do not be deceived by the story against himself with which he begins. Twenty years ago, he took part in a BBC radio discussion from Paris. Over lunch, he overheard a French contributor asking the British chairman who Hoggart was. "Oh", came the reply, "he made his name with a book years ago and has gone on saying the same things ever since." The chairman could have added that people have also gone on listening — *The Uses of Literacy* is still available in paperback thirty years after it was first published.

This is the third volume of Hoggart's "Life and Times" — he insists that an autobiography would be something different — and begins in 1959. His title comes from Logan Pearsall Smith: "People before the public live an imagined life in the thought of others, and flourish and feel faint as their self outside themselves grows bright or dwindles in that mirror." Don't be deceived by that, either. Natives of Hunslet are not given to fits of the vapours.

Hoggart appeared before the public in those years in various guises — as a member of the Pilkington Committee on Broadcasting, as an Assistant Director-General at "that near-anarchic Tower of Babel", UNESCO — but says that he wished to remain not only family-centred but also a sort of amateur. His reasons



Richard Hoggart: Mrs Thatcher was his old Aunt Ethel

Ian McIntyre

AN IMAGINED LIFE
Life and Times
1959-91
By Richard Hoggart
Corgi & Windus, £17.99

were sternly Jeffersonian: "Whenever a man has cast a longing eye on offices, a rottenness begins in his conduct."

His Pilkington membership was important to him, because he sees the principles of public service broadcasting

as "a superb example of democratic thinking". (That might come as a surprise to the man who, with a little help from "the brute force of monopoly" was instrumental in formulating them; John Reith's temper was profoundly undemocratic.) There is a good description of Reith's appearance, "towering and anguished-looking", before the committee; he spoke, "as though his words were being cut out of granite during a thunderstorm."

Hoggart's own most celebrated public appearance was as a witness in the *Lady*

Chatterley trial, when he described the book as "highly virtuous if not puritanical". Lawrence was always important to him.

Joyce Grenfell, a Pilkington colleague who became a friend, thought he made too much of class divisions, and she was right. Hoggart also concedes a certain weakness for conspiracy theory, and seems to me to demonstrate it when he describes the *Chatterley* verdict as "a tactical victory over old, tired, but even today, tenacious and strategically placed elements in British life". About the 1960s generally, he writes rather fuzzily. Permissiveness, he holds, was more a gain than a loss. "It seems innocent, almost prelapsarian."

Hoggart is as hard on the 1980s as he is soft on the 1960s. Mrs Thatcher he sees as his Aunt Ethel come back to life: "I was brought up with, precisely, hauntingly, that shrill, nagging, over-insistent way of speaking, that bossy-pants way of walking, that remorseless insistence on always being right." What he mostly holds against her is the 1990 Broadcasting Act, which he describes bitterly as the final confirmation of the sentence of death on the public service ideal — "a disgrace to the nation of Milton and Blake and Coleridge and Mill and Arnold and Orwell".

Hoggart writes marvelously well about places. He also writes with great penetration and honesty about Richard Hoggart: not everyone would write of himself that what sometimes seemed moral courage could in fact be a form of pride. His has been, he insists, a life of "sustained ordinariness". He has quarried from it a book of sustained quality.

Rembrandt?



In this Friday's TLS, Simon Schama takes issue with the enemies of Romanticism, the Rembrandt Research Project, in their search for the authentic 'Rembrandt'.

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You will have a broad knowledge of broadcasting, publishing and education, together with managerial experience at a senior level. You will also have the proven ability to lead a team of 16 people.

There will be a three year contract, salary to be negotiated, with a performance related bonus. The post is London based.

Please submit C.V.'s to:-
The Personnel Department,
Yorkshire Television Limited, The Television Centre,
Leeds LS3 1JS.

Closing Date For Applications Thursday 2nd April 1992.

IT SALES SPECIALIST

Kinesis, the UK's leading integrator of Relational and Full Text databases, plans an expansion of its sales effort to capitalise on its fast growing reputation for the design and implementation of database information systems and high performance 'Intelligence' databases.

We need a sales specialist to sell well engineered software systems.

The successful candidate will have:

- A proven record in selling for a major UK systems house to the utility and energy market.
- A good degree in computer science or a relevant numerate discipline.

We use an Open Systems engineering approach to build integrated systems handling data, text, graphics and image. We deliver on time and on budget, to some of the most demanding and experienced IT users in Britain.

Our business has been built on careful recruitment and high rewards for personal success. The successful candidate can expect an excellent salary and benefits, with an OTE in excess of £45K.

Apply, in writing, to:
John Luck, Divisional Manager
at Kinesis Computing Ltd, Delta
602, Delta Business Park,
Swindon, SN9 7XJ.

Kinesis

DISSATISFIED OR REDUNDANT YOU ARE NOW SEEKING THE RIGHT SENIOR CAREER OPPORTUNITY

We can help you decide on the most rewarding career path and how to achieve it. As career guidance specialists for Directors and Senior Managers, we have the expertise to counsel and professionally market you with prominence given to the underutilized job market.

Take the first step today. Come and talk to us without obligation and then a dilemma into an opportunity. Overcome methodical career advice available to suitable applicants. Full details on request.

The Pathfinder Partnership

Head office: 178 - 282 Great Portland Street
London, W1N 6JZ
Tel: 071 631 0348
Fax: 071 636 5592

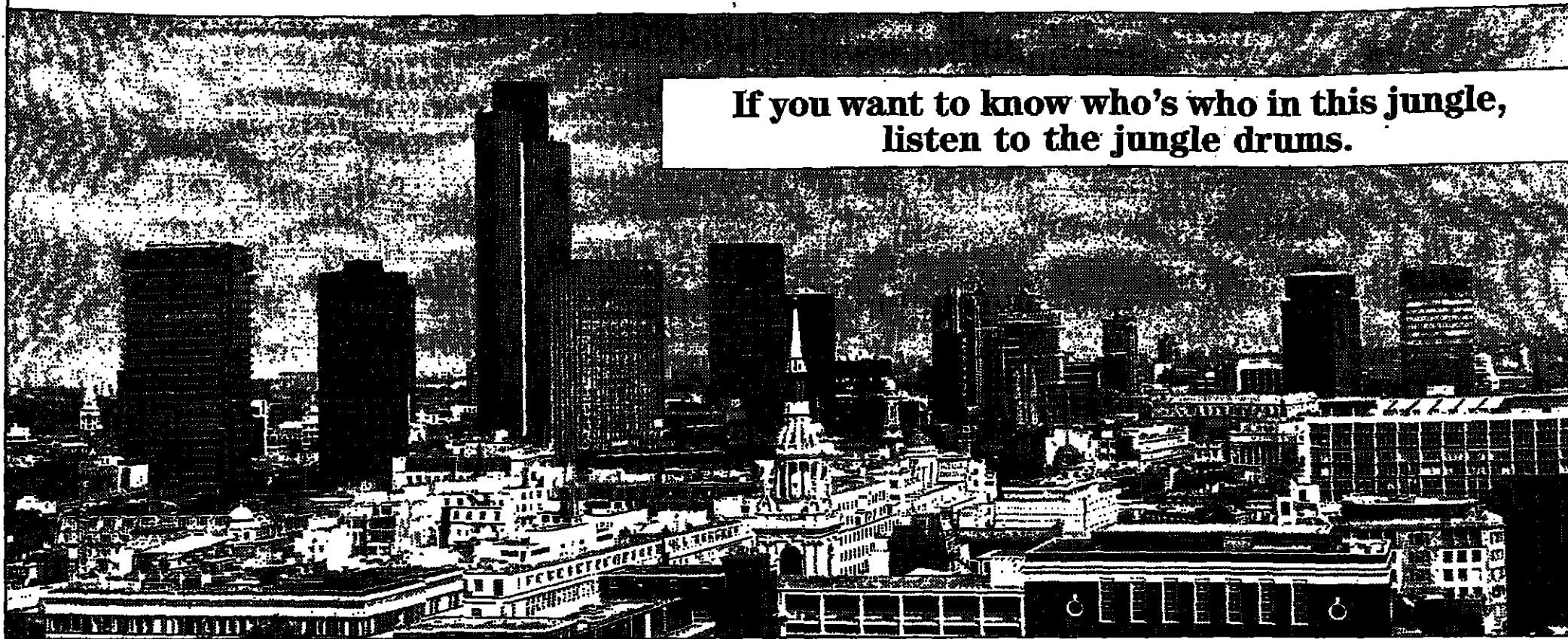
Orange House, 6 Buckingham Place
Bedford Road, High Wycombe, HP13 5BW
Tel: 0494 452791
Fax: 0494 459643

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Finance Sector Computer Sales



If you want to know who's who in this jungle,
listen to the jungle drums.

66 HP Up. Hewlett Packard has announced its first quarter financial results. Revenue grew by 13% to \$3.9 billion, and profits by 49% to \$306 million. The results are a striking contrast with losses made by IBM and DEC.

GUARDIAN 2/92

HP saw its share leap 13% in a market which grew just 2%.

COMPUTING 10/91

According to a survey by Bulmershe Research in October last year, HP leads the way in terms of total awareness of open systems among U.K. management consultants.

DEC USER 2/92

99

The finance sector is, by any definition, a jungle – as many I.T. solutions providers have discovered to their cost in recent years. Now, more than ever, the only way to open doors into major accounts is to have exactly the right products, the resources and expertise of a dynamic, profitable business and a thorough knowledge of the sector.

Judging by comments from the media, we seem to be getting it right. We have a product portfolio that is second to none in performance, price, flexibility and power. Our U.S. quoted stock price is at an all-time high. We've just announced a 49% increase in net earnings for the 1992 fiscal year's first quarter. U.K. computer sector sales are up by 25%. Marketing activity has increased significantly. In short, we're in a very strong position to make major in-roads into the finance sector. As a result, we're now looking

for two experienced finance systems professionals from the City to work in one of the following two areas.

ADVANCED WORKSTATIONS

Here you'll need an impressive track record in dealing room sales and a particular knowledge of relevant systems and software solutions. The ability to liaise effectively with third party application suppliers is of paramount importance.

DISTRIBUTED SYSTEMS

A profound knowledge of retail banking systems is vital, as is a first-rate, demonstrable track record in selling multi-million branch network solutions. You must also be adept at liaising with third party application suppliers.

To support your track record in financial sector sales, you'll be of graduate calibre and have the skills to work with our project teams from initial contact to implementation.

The excellent package includes a substantial basic, high earnings potential and company car. The real reward though, is the extent of the scope for personal and professional achievement. These positions are based in central London.

For further information, please write enclosing your CV to Julie Hix at Hewlett-Packard Ltd, Cain Road, Bracknell, Berks. RG12 1HN. Alternatively, call 0344 362603.

hp HEWLETT PACKARD

HUMAN RESOURCE CONSULTANTS

Negotiable c £35,000 plus benefits

Touche Ross Management Consultants serves a prestigious client base throughout the private and public sectors. We employ professionals who possess in-depth experience and industry knowledge as well as outstanding personal qualities. The great diversity of our work ensures continued challenge whilst offering exceptional opportunities for advancement within an organisation that has consistently outstripped its competitors' growth rates.

Our HR Consulting Practice has developed a client portfolio and a reputation for "making it happen" second to none in the industry. Our assignments span all aspects of workforce effectiveness.

Owing to the continued expansion of the practice we are now seeking two further consultants to strengthen our existing team. These two positions require individuals with the following distinctly different backgrounds:

- organisation and management development, including designing and implementing change programmes.
- compensation and benefits which must incorporate job evaluation and salary survey experience.

For both positions the successful applicants are likely to be aged between 25 and 35, with a degree in behavioural science and possibly a further, relevant, post-graduate qualification such as an MBA. In addition, they must be able to demonstrate a successful track record embracing both line HR management and consultancy experience.

Candidates should be able to combine technical proficiency with the ability to manage client relationships. They must also be commercially aware and practically orientated in order to enhance further our reputation as architects of change.

At Touche Ross the opportunities for the right people are impressive as are the personal and financial rewards.

If you feel you can meet this exacting brief please write enclosing a comprehensive résumé giving full details of your career to date, quoting reference 3232 to Stuart Rosen, Touche Ross Executive Selection at the address below.

**Touche
Ross**



MANAGEMENT CONSULTANTS

1st Floor, Hill House, 1 Little New Street, London EC4A 3TR.

Marketing Director

North West

c £40,000 + Car

This £4 million turnover company is a highly successful business operating in the DIY/Hardware market. As a result of a recent review they are looking to appoint their first Marketing Director to spearhead their continual growth, development and diversification.

Working closely with the Managing Director you will be expected to prepare and implement a marketing strategy to fully exploit the immense opportunities available both in the UK and abroad. You will also take full responsibility for the management and motivation of the existing sales force and European distributors.

You will be aged 35-45 with significant experience in marketing consumer goods, preferably although not essentially within the DIY sector. The ability to be able to demonstrate a successful track record in managing a sales force is essential. Naturally you will have the drive to succeed in a hands on environment which will demand cost effective marketing

initiatives based on sound commercial judgement. Some exposure to global marketing techniques would be an added bonus, as one third of the company's products are exported.

Personal qualities are equally important; we are seeking an innovator, a practical ideas generator coupled with enthusiasm and excellent communication skills. You will need the presence and credibility to quickly gain respect from your subordinates and peers, especially from other members of the main board. Above all you must have the energy, commitment and ambition to succeed within this ambitious and expanding company.

The package is negotiable around the figure quoted and includes relocation to the North West if necessary. Interested candidates should write to David Bodmer, Director, enclosing full curriculum vitae together with current salary details at Michael Page Marketing, Aquis House, Greek Street, Leeds LS1 5RU.



MICHAEL PAGE MARKETING

Specialist Recruitment Consultants
London, Windsor, Birmingham & Leeds

Sales Support Manager

To enhance performance in
a fast-changing market

c £26,000 + car + benefits package

Britannia is a personal financial services group with a long record of innovation and coming first. To sustain our position in a climate of increased competitiveness we have established a new sales management function whose task it is to optimise performance of all distribution channels available to us. To augment this team we are now looking for a Sales Support Manager.

Reporting to Head of Sales, this is an ideal role for an ambitious professional seeking a broad-ranging challenge.

You will be a graduate calibre sales professional – probably from a retail or financial services background – who is able both to plan strategies and put them into practice. Your expertise will include the use of training, incentive and performance monitoring schemes. Your intelligence and influencing skills will be key assets in managing a very wide range of contacts both within and outside the organisation.

At least 3 years' sales management experience should provide the level of competence and authority we expect. The capacity to make sound judgements against complex sets of business criteria will be equally important.

Based in Staffordshire, rewards include car, preferential mortgage terms and free BUPA membership on top of a competitive salary with performance based reviews.

If you can contribute to the process of fine-tuning our sales operations to enhance our overall commercial performance, please write with full career details to Ms P. R. Harrison, Personnel Controller, Britannia Building Society, PO Box 20, Newton House, Leek, Staffordshire ST13 5RG.

Closing date for receipt of applications is 30th March 1992.

**Britannia
Building Society**

Britannia Building Society is an equal opportunities employer

FINANCE AND
ADMINISTRATION MANAGER

Liverpool/Sussex

to £35,000 + exec car

Our client, a major multinational organisation, is a market leader in the chemical industry, with a turnover of £16 billion worldwide. They offer an unparalleled range of services and products at their UK sites in Liverpool and Sussex and are currently enjoying a substantial investment and expansion programme.

Two senior management positions have been created offering exceptional opportunities to play a key role in developing the organisation. You will be responsible for all aspects of the site financial function – providing day-to-day management information to the General Manager, including production and performance costings – together with management responsibility for other high profile administration functions.

We are seeking progressive, action orientated business professionals, of graduate calibre (preferably business related) whose management skills have been honed in a manufacturing or batch processing environment. You should be familiar with the requirements of high-volume production, in terms of financial costings, and experienced in managing change.

Ideally your background will be in manufacturing, with responsibility for a site or subsidiary. For high calibre individuals who can prove their worth with demonstrable results, our client offers a real challenge and outstanding career development.

To apply, please send a detailed CV with work/home telephone numbers, quoting Ref: 03/337, to L.J. Associates, Recruitment Consultants, 12 Celbridge Mews, Porchester Road, London W2 6EU. 071 243 1888.

Please state companies to whom you do not wish your CV to be forwarded.

L.J. ASSOCIATES

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

SENIOR MANAGERS CUSTOMER SERVICES LIFE & PENSIONS

A MAJOR NEW VENTURE IN LIFE ASSURANCE

Excellent Packages inc. Car - Based Bristol

NatWest Life is a bold and unique venture, committed to raising product and service levels to new heights of excellence. Quite simply, to every one of its customers and every member of staff, the goal is to deliver a better Quality of Life.

NatWest Life - the product of £140 million worth of investment, thorough research, meticulous planning and careful timing - is on schedule to start writing business early next year.

Its impact will be immediate with a competitive edge coming from three key areas:

1 Products We will design and deliver a range of easily understood products in these core markets:

- life assurance including mortgage-related products
- pensions
- long term investments including unit trusts.

2 Systems We are developing administrative systems, based on NatWest's massive IT power, that will deliver levels of service support which will more than match any in the industry.

3 Service We will build a customer services division which will deliver a quality of service to our clients that will become the hallmark of NatWest Life.

However, in the final analysis it is people who deliver service. We are now recruiting the senior management team, directly responsible to the Customer Services Director, that will build a 300 strong division - creating and implementing the standards, procedures and performance levels which will literally drive our new business.

Everyone must have around 15 years' experience in the Unit Linked life and pensions industry - at least 5 of which will have been spent managing a significant head office function within the customer services arena. Proven skills in the management of change, new product development and implementation are taken as read. Management, motivational, communication and business skills must be of an equally high order.

In short, in each of the following areas we need to talk with the best the industry has to offer:

NEW BUSINESS MANAGER
£40-45K + car (Ref: 1109/ST)

CONTRACT SERVICES MANAGER
£40-45K + car (Ref: 1110/ST)

TECHNICAL SERVICES MANAGER
£35-40K + car (Ref: 1111/ST)

UNDERWRITING MANAGER
£35-40K + car (Ref: 1112/ST)

QUALITY AND PERFORMANCE MANAGER
£35-40K + car (Ref: 1113/ST)

PREMIUM ACCOUNTING MANAGER
£30-35K + car (Ref: 1114/ST)

PERSONNEL AND TRAINING MANAGER
£25-30K + car (Ref: 1115/ST)

A better Quality of Life

Based in an outstanding new complex in the heart of Bristol's waterfront, these positions offer a level of challenge and scope rarely found in the life and pensions industry. They also offer exceptional rewards - quite apart from the negotiable salaries, the packages include a performance related bonus, profit share, mortgage subsidy, non-contributory pension and relocation assistance where appropriate.

If your senior level life and pensions industry experience qualifies you to deliver a better Quality of Life, then write, with a full cv, quoting the appropriate reference, to our retained consultants:

Wheale Thomas Hodgins plc,
Executive Resourcing, 9 Unity Street,
College Green, Bristol BS1 5HH.

Closing date for applications: Wednesday 25th March 1992.

NatWest Life is an equal opportunities employer



TREASURY MARKET MANAGER

Capital Markets & Foreign Exchange Products

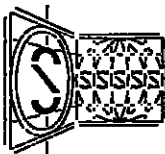
Our client is a major international organisation involved in the distribution of foreign exchange and money market information. Renowned as progressive market leaders, they now wish to appoint a Treasury Specialist to be based in London.

An accomplished track record as a Dealer in Capital Markets and Foreign Exchange is essential as the essence of the brief is to maximise revenues by ensuring the Company's products meet the market's dynamic information needs, whilst remaining competitive in terms of content, response, presentation and price.

The successful candidate, male or female, will be responsible for the production and implementation of a business strategy to determine the direction of future Treasury Market Products.

Dealing at the highest level with clients, governments, exchanges and industry associations you must possess impeccable communication and negotiating skills. The same skills will also be required in liaising with sales and marketing staff to ensure the appropriate sales strategies are implemented.

The remuneration package will fully reflect the importance of this position.



Applications in writing please to:
Oriol Search Limited, Oriol Lodge,
Dumfries Hill, Fleet, Hampshire GU13 9AN
Fax: 0252 811040

Offices in the UK and Paris

The new force in Value Added Networks



Network Services Project Managers & Excellent Package

Scitor is a dynamic new Value Added Network Services provider backed by an established international organisation operating the world's largest global data communications network.

Experienced project managers are now required with a proven track record in the planning and implementation of large scale Data Communications projects; this role will span pre-sales support through to global service roll-out.

Knowledge of Networking and/or Messaging Technologies will be essential for such a dynamic and challenging position.

You will be a strong communicator and will have a 'Consultant' style approach probably developed in a VAN or Systems House environment.

● Maidenhead ● Paris ● Amsterdam ● Frankfurt

Service Development Project Manager & Excellent Package

We seek an experienced Service Development project manager who will be responsible for the development, design and implementation of new Value Added Services for Scitor.

Your knowledge of Networking and Messaging Technologies will be extensive, in addition to a sound knowledge of IBM MVS and/or UNIX applications and networking environments.

You will have excellent interpersonal skills and a proven track record of the successful management of third party software development.

To discuss these opportunities contact our advising consultants Peter Gillingwater or Simon Healy during office hours on 071-240-0606 Facsimile: 071-497-0284/5 or evenings and weekends Peter Gillingwater: 071-583-0684. Alternatively write to them with full career and salary details at: Morgan Chase Associates Ltd. 114-116 Charing Cross Rd. London WC2H 0JR

THE CONRAN SHOP

has a vacancy for
ASSISTANT STORE MANAGER

The successful applicant will have had at least 3 years experience of senior retail store management in a business with high standards of merchandise presentation and customer service.

He or she will be able to provide strong personal leadership and to implement in-house training programmes. Numeracy and competence in administration are also required.

An appreciation of good design and of The Conran Shop's market leadership in its field would be an advantage.

Please apply in writing only with a full C.V., stating salary required to:

Alison Sanchez
The Conran Shop Ltd
Michelin House
81 Fulham Road
London SW3 6RD

OPPORTUNITIES '92

A unique opportunity to preview a career in Financial Planning Consultancy.

A career preview - on Thursday 26th March 1992, starting at 7.00pm will be held at the following Branches -

Essex	0277 632244
South West London	081 947 8981
East/North London	081 518 6966
Surrey/Hants/Sussex	0483 740608
Wiltshire/Somerset/Glos	0225 337870
Birmingham	021 455 9494
Leeds	0532 457726
Kent	0892 547822
West/North West London/Herts	0923 836824
Backs/High Wycombe Area	0494 441442

The career preview will provide you with insight on -

• The Company • The Product • The Role
• The Training • The Rewards
• The Management Path

If you want to attend any of the career previews or are unable to attend and would wish for a personal career evaluation please contact any of the above Branches on the telephone numbers listed.

Allied Dunbar Assurance plc is an equal opportunities group



New Appointment

£40,000
plus Car and
Banking Benefits

Sussex Coast



A leading player in the specialist world of business finance, our Client is investing heavily in the future, anticipating the changing financial needs of business in the 1990's.

As part of an innovative and forward-looking business strategy, our Client has created the new and unique appointment of Head of Development. This is an influential role reporting directly to the MD, carrying a brief to further develop in-house systems and, by integrating the company's information technology and product development activities, to develop a range of sophisticated, networked financial management services which will offer customers immediate access to our Client's considerable wealth of technological and financial expertise.

The role demands a rare combination of talents, revolving around a close understanding of the operational and financial needs of small to medium-sized businesses and an awareness of what can be profitably achieved through the creative application of both mainframes and

PC's. The ideal candidate will be an entrepreneur with a flair for identifying and exploiting niche applications and the ability to lead a small, multi-disciplined team of experts, delivering technologically-advanced and marketable products and services.

A senior member of our Client's management team, the individual appointed will interface with a wide range of contacts both internally and externally. A professional, focused yet supportive and integrative personality profile is therefore required.

This important new position carries an attractive benefits package, comprising starting salary in the region of £40,000 plus car, preferential mortgage, non-contributory pension, family medical insurance, relocation assistance and a range of banking benefits.

Candidates with the ability to meet the exacting requirements of this unique role, should write with full CV to Ian Payne, Director at Pasco Payne Associates, quoting reference ST06.

HUMAN RESOURCE CONSULTANTS
10 CLEMENT STREET, BIRMINGHAM B1 2SL, TELEPHONE: 021-212 2644 FAX: 021-212 2645

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

AN OPEN WINDOW

LANs Client/Server GUIs SQL

These terms have become increasingly familiar over the last couple of years and the take-up of the technology they represent has had a remarkable effect on the whole IT industry. In the vanguard of this exciting movement is Gupta Technologies - undoubtedly a major force in the current trend towards enterprise-wide co-operative processing.

Gupta
TECHNOLOGIES INC.

From an entry into Europe only 18 months ago, Gupta is a profitable and rapidly growing company which can offer an exciting and lucrative future to software professionals who can share their vision of the future.

Partners Manager □ to £35,000 □ OTE £65,000

Gupta sells exclusively through Authorised Resellers and a number of selected business Partners. This senior role will be to identify and bring on board appropriate new Partners and then work with them to ensure our joint success in the marketplace. Proven sales ability with resellers will be a pre-requisite together with enough understanding of the technology to be technically self-sufficient whether talking to partners or targeted major accounts.

European Sales Support Specialist □ to £35,000

The European HQ operation in the UK (based in Marlow, Bucks.) provides specialist support to distributors across Europe. This role is to work very closely with these third parties and assist in major sales opportunities; to educate local support resources; and to provide total product capability, particularly as new products and features are released. Naturally, the person appointed must have sound technical experience of LANs, Windows products, connectivity issues and SQL. To succeed, this person must also feel at ease assisting third parties in presenting the Gupta story to their major accounts and resellers.

These roles are clearly demanding, but also highly rewarding in every sense. A highly competitive salary is supported by benefits including a car, BUPA and attractive stock options. To learn more, telephone Paul Bremner at our advising consultants, Cathy Tracey & Associates Limited, today between 10.00 am and 1.00 pm on 0483 417983. Alternatively fax your CV to Paul on 0734 771223 or post it to him at the address below quoting reference DW798.



Cathy Tracey & Associates Ltd.
Staverton House, 3-5 Easthamstead Road, Wokingham
Berkshire, RG11 2EH. Tel: 0734 771100 Fax: 0734 771223

SALES AND MARKETING DIRECTOR

WEST COUNTRY * OTE c.£75,000 + QUALITY CAR

"A new and exciting opportunity with an emerging supplier of Open Systems software products."

As a successful sales and marketing professional in the IT industry you will be well aware of the remarkable take-up of Open Systems in the past couple of years. Here is an opportunity which will allow you to take full advantage of this with a company which is positioned for rapid growth in the provision of Open Systems based applications software products and services.

The company has an exceptional technical base and a young, highly talented sales and marketing team. As a result of success to date, they now wish to make the key appointment of a person to spearhead the penetration of new markets and build on the successes of the past couple of years.

We are seeking an individual who can contribute at a number of levels. First, to complement the strategic product development skills already in-house by driving strategic marketing. Secondly, to plan and implement the strategic and tactical sales programmes to achieve revenue objectives; and thirdly, to become an integral member of the board, making a contribution to the overall shape and running of the company. Naturally, you must also possess the attributes of an inspiring manager.

This is an opportunity to make a major contribution to the future of an already successful company. To attract the right person, an attractive salary package plus benefits is offered, including an opportunity for equity participation.

If this interests you, please send a CV to David Woodhead, Cathy Tracey & Associates Ltd., at the address below, quoting Ref: DW799. All applications will be treated in strictest confidence.



Cathy Tracey & Associates Ltd.
Staverton House, 3-5 Easthamstead Road, Wokingham
Berkshire, RG11 2EH. Tel: 0734 771100 Fax: 0734 771223

MAKING SURE WE GET A GOOD RECEPTION

Challenging roles for experienced radiocommunications engineers

The radio spectrum is becoming an increasingly important national resource. Technological advances, the development of new broadcasting services and the rapid growth of satellite and mobile communications systems, mean that the demands on the spectrum are growing and becoming more and more difficult to accommodate.

The Radio Agency is responsible for the management of civil radio spectrum in the UK, ranging from long term planning activities to individual frequency assignments. Internationally the Agency takes the lead on all spectrum issues concerning the UK and is active in international bodies dealing with technical recommendations and standards for radio equipment and systems.

We currently have opportunities for radio engineers at a range of levels. The scope of our work is wide-ranging and you could be working in one of a variety of areas - anything from private mobile radios to fixed links and broadcasting or satellite services, from HF to the millimetre wavebands.

We're looking for graduate electronics engineers with 2 to 8 years' experience including first hand knowledge of radio or telecommunications, digital systems and computer modelling. Depending on the position, you may also need experience in one or more of the following areas: radio frequency planning techniques, statistical analysis, testing and measurement, and the management of engineering software projects.

For the more senior positions, you should have experience of managing a small team of engineers or scientists. Your technical expertise should be backed by hands-on experience of project management, design and development and negotiation of specifications and standards. Ideally a chartered engineer, self-motivated and hardworking you should be capable of managing a high work load and competing priorities.

Starting salary, dependent upon qualifications and experience will be in the range £19,000 - £28,000, with performance related increments to £32,000.

For further information and an application form (to be returned by 16 April 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 or (0256) 846400 (answering service operates outside office hours) or fax (0256) 846680 (24 hours). Please quote ref: R/1480.

The Civil Service is an equal opportunity employer.



RADIOCOMMUNICATIONS AGENCY

The Radiocommunications Agency is an Executive Agency of the Department of Trade and Industry

AREA SALES AND CUSTOMER SERVICES MANAGER

c£30,000 + Car & Benefits

Newcastle

As a business, the Royal Mail is unique in its structure and function. With a turnover in excess of £400 million, each of our recently created regional divisions operates as an individual profit unit, servicing the diverse needs of its customers, from 3.4m single householders through to £100K businesses.

Despite individual geographical characteristics, nationwide the aim is the same: to deliver the best service in the world.

Our sales and service activity in the North East is already highly productive, but we aim to optimise this, in partnership with our customers, by continuing to develop both niche and mass market services complementary to their needs.

To achieve this, we are looking for someone able to service all our clients needs, both today and in the future.

You will be responsible for leading and motivating a customer driven sales and services team and implementing a business

plan, designed with quality service, profitable long term growth and increased market share as its main aims. You will also imbue your team with a customer first attitude and encourage innovation in their new business approach.

Ideally qualified to degree level, you will have three years' plus experience in developing a sales/customer service team, probably gained in a big company environment. You will comfortably embrace a quality driven service and show an ability to develop fruitful partnership with key account customers.

To apply please write with full cv to Alex Wilson at Moxon Dolphin Kerby Limited, 178-202 Great Portland Street, London W1N 6JJ, quoting reference ST/6175.

Royal Mail is an equal opportunities employer.

MOXON-DOLPHIN-KERBY

EXECUTIVE SEARCH SELECTION



Production Manager

Highly Automated Electronics Industry
South Herts Package c30K

SOUNDCRAFT ELECTRONICS LTD is a world leader in the design and manufacture of professional audio equipment. Part of a large multi-national group, Soundcraft has established an enviable reputation for high quality audio mixing consoles for use in theatres, concert halls, recording studios and broadcast stations throughout the world.

Having recently moved to a new Manufacturing Facility the Company is now looking for an innovative Production Manager.

This is a high profile, hands-on role which will offer responsibility and the scope for the right person to realise their true potential in a growing organisation.

It demands a mature individual with an HND/Degree level qualification, experience in a production environment and a proven working knowledge of modern manufacturing techniques. An effective communicator in a large workforce environment, the ability to implement and manage change in a dynamic environment is essential.

In addition to an excellent remuneration and benefits package including comprehensive relocation assistance where necessary, the role offers a challenging, but rewarding career in a fast moving, innovative organisation. Please send written details or contact HELEN THOMAS, Human Resources Manager on 0707 665000.

SOUNDCRAFT ELECTRONICS LTD
CRANBORNE HOUSE, CRANBORNE ROAD
CRANBORNE INDUSTRIAL ESTATE, POTTERS BAR EN6 3JN

Soundcraft

News International Newspapers Ltd

COMPUTER ANALYST/ PROGRAMMER

C.£22,000 PLUS BENEFITS

News International Newspapers Limited, publishers of The Sun, News of the World, Today, The Times and The Sunday Times has a vacancy at their Wapping plant for an Analyst/Programmer.

The position offers an opportunity to work on a variety of sophisticated and challenging business systems utilising the latest Open Systems and RDBMS technology.

Ideal candidates will have two-three years solid INGRES 6.3 skills coupled with a good knowledge of UNIX/C preferably in a SUN environment. Any exposure to Ingres Windows 4GL would be an advantage.

In addition to the salary, there will be four weeks annual holiday and free medical insurance.

Applications should be made in writing only, enclosing a c.v. to: Mr R E Gobbett, Personnel Manager, News International Newspapers Limited, 1 Virginia Street, London E1 9BD.

ASSISTANT DIRECTOR OF RESEARCH

£33,750

RESEARCH PROJECT LEADER

£25,700

Ashridge Management Research Group, part of the Ashridge Trust, has built a deserved reputation for forward-thinking about business in the UK, the rest of Europe and worldwide. People who join us now will probably be familiar with some of our recent reports:

- Management for the Future
- The Quest for the International Manager
- People Development and Improved Business Performance

and work to support Opportunity 2000. All of these have been based not upon crystal ball gazing but upon analysis of developments in management, consultation with business and public sector leaders and the control of high profile projects.

Due to the continued development of our research activities we are seeking two additional, experienced researchers to lead the following aspects of our work:

- International management and organisational issues, making comparative and in-depth studies of the changing nature of management, learning and organisations.

- Environmental leadership and corporate responsibility in the 21st Century, researching the human resource implications.

The successful candidates will bring a management development perspective to their work. They will be experienced in designing and carrying out projects from concept to delivery - in writing and on the public platform, in generating research funding and also well be known in the management press. An MBA or similar higher degree is required and the ability to work in a European language in addition to English is desirable.

These posts are offered in either Assistant Director or Research Project Leader grade dependent upon experience and qualifications. Each post offers a wide range of benefits including a car, pension scheme, life assurance, private medical care and a time allowance for private work as well as the distinction of working in the environment of one of Europe's foremost management development centres.

Please apply in writing with a full curriculum vitae specifying your interest, describing your achievements and showing how these match our requirements to: Mike Baldwin, Personnel Department, Ashridge Management College, Berkhamstead, Herts HP4 1NS, England.

Please quote ref AMCI for Assistant Director/AMC2 for Research Project Leader post.



Ashridge

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Carson
OFFICE FURNITURE SYSTEMS

Carson are one of the UK's leading manufacturers and suppliers of systems furniture for the Office environment, back by the world's No 1 in business products.

Our strong Carson and Twinkl Furniture brands provide an ideal product portfolio for industry experienced sales professionals across all regions of the UK in both the Private and Public Sector markets. We also require sales executives to further develop our National Dealer Network.

Proven experience in the Office Furniture industry or the ability to demonstrate outstanding results in related markets is essential.

Direct Sales Executives c£30K OTE + car
Deputy Sales Executives c£26K OTE + car
Public Sector Sales Executives c£30K OTE + car

Carson are a progressive market orientated company with an ongoing commitment to provide quality services and quality products. Opportunities for career development and earnings potential are outstanding for the right individuals. These positions require high performance achievers ready to make a strong contribution to the company and its success.

As part of an International Group a generous benefits package supports all of these positions.

Please send or fax your CV to:
Richard Morcombe or Alan Trotter
Carson Office Furniture Systems
29/31 Great Portland Street
London W1N 5DD
Fax: 071 323 8156
or telephone him on 071 436 1771

Carson Office Furniture Systems are a BSS750 registered company

Senior Sales Managers

I.T. Sector

Various Locations
Throughout The UK,c £45,000 Package,
(£60,000 Realistic Potential), Car, Benefits**Hoggett Bowers**

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

This medium-sized, fully quoted PLC is a market leader in the I.T. sector, supplying services to major clients in both the private and public sectors. The company has invested heavily in new value-added services to help achieve further market penetration and sustained growth.

These positions represent key senior management roles in the UK sales and marketing team. Reporting at board level, responsibilities include the management and development of field-based sales people, determining and implementing the territory and account organisation of the team, having direct contact with major clients, and liaison with production and technical staff to ensure the successful overall performance of the operation.

The requirement is for experienced, well-trained sales managers, probably graduates over 30 years old, with demonstrable success in the management of sales teams in the I.T., office automation or publishing sectors, in 'blue chip' sales environments. First class skills in sales, negotiations and communications at all levels are a prerequisite. You must also have the commercial awareness, presence and stature to operate at board level and the ability to provide leadership by example.

These are excellent career opportunities with genuine board potential for the successful candidates.

Male or female candidates should submit in confidence a comprehensive cv. to: L.D. Hall, Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB, 071-734 6852, Fax: 071-734 3738, quoting Ref: H29049/ST.

Managing Director

Computer Games

A European Role

Thames Valley,

To c £45,000,
Car Allowance**Hoggett Bowers**

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

The rapidly expanding UK arm of a \$50m U.S. Computer Game Publisher seeks to appoint a Managing Director to take on a wide ranging European Brief.

The Company is poised for dynamic growth and increased market share as a result of its commitment to technical application in a sector constantly demanding greater sophistication and ingenuity.

The remit is to develop the European Business strategy to promote the high profile product range in the UK and key European countries. It requires the close nurturing of selected established distributors who, in turn, stimulate the retail sector. A balance between performing a dynamic business development role whilst maintaining tight financial controls in a budget conscious environment would also need to be achieved.

A background in all facets of general management in a small company experiencing rapid change should be complemented with a sound business understanding of the consumer products, retail or distribution sectors. Aged under 45 with a proven European pedigree you would need to show evidence of engendering protracted relationships with European distributors and be capable of influencing the relevant trade press. Previous exposure to U.S. culture and reporting would be seen as desirable, as would a proficiency in the German or French language. Assertive and analytical you should have the vision to view the opportunity as a significant career step with enormous long term potential.

Male or female candidates should submit in confidence a comprehensive cv. to: J.W. Conchie, Hoggett Bowers plc, 1/12 Queen Square, BRISTOL, BS1 4NT, 0272-298433, Fax: 0272-279714, quoting Ref: D21005/ST.

**DIRECTOR MARKETING & SALES**

* Top Position in Leading Hotel Consortium *

Team of 40+ staff and 2 regional sales offices
Print exceeding 2 million publications
Managing leading consortia breaks programmes
CRS linking 3,300 hotels in 39 countries

* Remuneration / benefits reflect stature of post *

Best Western Hotels is currently celebrating 25 years of highly successful marketing and sales activity for its 200 members. This challenging post offers tremendous scope for a highly motivated versatile and dynamic marketer. The successful applicant will have a proven track record in marketing in the hospitality and travel industry. A capability to initiate both domestic and worldwide programmes is vital.

Applications, with a CV, marked "confidential" to, Nigel Embry, Chief Executive, Best Western Hotels, 143 London Road, Kingston upon Thames, Surrey KT2 6NA (closing date: 13th April 1992).

BEST WESTERN HOTELS
Fine Independent hotels throughout Britain.

**CREDIT MANAGER**
West Bromwich Sal. Neg. + Car

BMG Records (UK) Limited is the name behind some of the world's top artists such as Whitney Houston, Level 42, The Eurythmics and Lisa Stansfield.

Our Distribution Centre in West Bromwich plays a crucial role in our organisation ensuring records, tapes and CD's reach dealers throughout the UK. With some 1200 retail and wholesale accounts, effective credit control is vital to our continued success.

As Credit Manager you will play a key role in the collection of monies in excess of 130 million pounds annually. You will also be responsible for minimising bad debt and maximising cash flow.

A minimum of 5 years' credit control experience at a senior level within a fmec environment is essential together with a knowledge of computerised systems and strong interpersonal skills.

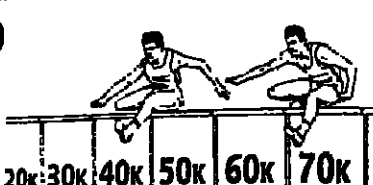
Interested? Write, quoting current salary, to Jill Berry, Personnel Manager, BMG Records (UK) Limited, 69-79 Fulham High Street, London SW6 3JW



A Bertelsmann Music Group Company

Wrong job - Redundant - Neither means being out of the running

Where a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



Call Wilson McKenzie to arrange an initial meeting.
Sunday 0831 531721 • Office hours 071-920 0400

McKenzie Waterman
McKenzie Waterman & Co.
St. Alphage House, Fore Street, London EC2Y 5DA

DIRECTORS/MANAGERS

UNEMPLOYED: EX PAT: CAREER RUT: RECESSION HIT

You need a new position - With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman on 071-436 8886
59 Devonshire Street, London W1N 1LT

London 071-436 8886 Rugby 0182-596937 Southampton 0703-767283
North West 0942-625232 Dublin 01-555 859 Scotland 0738-441327
Norwich 0603-200054 Newcastle 091-224 1010 Hong Kong
Yorkshire 0422-885333 Bristol 0272-308824

General Manager
Capital Equipment Scotland
c.£45,000 + Car

for a successful engineering company; a recognised leader in niche markets both in the UK and overseas. The establishment of a new divisional structure calls for the appointment of an all-round General Manager to run a discrete business. Reporting to the Group Chief Executive, the role spans production, marketing and sales and is fully profit responsible. Candidates, ideally graduates, will be able to demonstrate recent commercial success in a complex manufacturing environment where business growth has been accomplished through effective marketing initiatives. The normal routine will involve much time away from home although relocation support will be provided to a required base in Central Scotland. Please write, in confidence, with full career details, to Stuart Macintyre, as adviser to the company, at Selection Thomson Limited, 24-25 New Bond Street, London W1Y 9HD or 14 Sandyford Place, Glasgow G3 7NB.

Selection Thomson
London and Glasgow

**CHIEF EXECUTIVE**

West Country Package c.£40,000

We are seeking a person of proven managerial ability, to take charge of a long-established service business in the agriculture industry based in the West Country. The industry in which the company operates is undergoing a fundamental restructuring, and our client wishes to take advantage of the opportunities which this change will offer.

The first priority will be to develop and implement a Corporate Strategy in consultation with the owners and Directors, whilst managing the day-to-day operations of the business. The position requires an innovative approach and a sound grasp of the necessary management skills. The industry in which these skills have been gained is not a critical factor. The successful candidate must have excellent communication and motivation skills.

If you have the right skills, experience and entrepreneurial flair to realise the full potential of the opportunities available, then send your career résumé, with salary progression, to Philip Lemanski or Peter Willoughby, Touche Ross Executive Selection at the address below, quoting reference 1195.

Touche Ross

MANAGEMENT CONSULTANTS
Queen Anne House, 69-71 Queen Square
Bristol BS1 4JP Telephone: 0272 211622

Information Systems Consultants
Systems Development

As one of the leading firms in the professional services industry, Ernst & Young's Management Consultancy Practice continues to grow through providing innovative business solutions to leading UK and worldwide organisations.

To ensure that our clients obtain the most from their investment in information technology, we have created a world-class framework for the specification, development and evolution of information systems. The Ernst & Young Navigator Systems Series™ development methodology is a key element in this framework.

As a result of our rapid and continuous success in this area we have a number of openings for exceptional candidates with a background in information engineering based methods implementation. In order to meet client demand we are currently seeking:-

■ **Consultants/Senior Consultants** who have in depth experience of structured methods, CASE tools and their applications;

■ **Managing Consultants** who can in addition demonstrate a proven ability in selling and managing information systems projects.

■ **Successful candidates** will be rewarded with a competitive remuneration and the outstanding opportunity to be part of a winning, world-leading team.

■ **Candidates** should apply in confidence to Emma Hunt, Human Resource Manager, Ernst & Young Management Consultants, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH, quoting reference Number DE25.

ERNST & YOUNG

Ernst & Young Navigator Systems Series™ is a service mark of Ernst & Young.

MONKWELL
FABRICS & WALLPAPERS**EXPORT SALES MANAGER**

c£30k

Bournemouth

We are a market leader in the decorative furnishing industry with an annual turnover of £15m and have rapidly expanded our European export activities in the last 3 years, based on a very successful home market.

We now wish to appoint an Export Sales Manager, reporting directly to the Managing Director, to work with existing distributors and also identify successful new appointments worldwide. To ensure the fulfilment of our ambitious growth plans. In addition, the person concerned will be responsible for the administration of the Export Sales Office.

Probably aged between 30 and 40 years, you will be self-motivated and capable of working on your own initiative. You will have a proven track record in Sales Management within our industry, including experience of European markets. Fluent in French and one other foreign language, you will be familiar with modern promotional and marketing techniques.

The position offers opportunities for significant career development and in addition to an annual salary of c.£30K inc. profit related bonus, our package provides a fully expensed car and other company benefits.

Please apply in writing, enclosing full CV to:

P. J. Hill, Managing Director,
MONKWELL LTD,

10-12 Wharfedale Road, Bournemouth, Dorset BH14 9BT



A CORNWELL PARKER COMPANY

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



MARKETING PROFESSIONALS

Operating in 170 markets the world over and selling over 25 billion cigarettes a year, we're looking to increase our activities within every location around the world. To achieve it, we need the cream of marketing talent: people who by their own and their colleagues' definition, are FMCG pioneers.

The reason for it is simple. We need people who have the talent it takes to make an accurate analysis of the market environment of any country or countries in which they're placed, and if need be, create a market from scratch.

You'll manage your own territory, which could be anywhere from Central Europe to the Far East. You'll be responsible for sales and distribution, involved with advertising and promotion and accountable for the creation and achievement of your Territory business plan.

If you're really, truly, seriously talented, all you need now is a stamp.

The scope of responsibilities is extensive, so there's no question that you'll have to be more than just good at your job. A degree qualification and aptitude for languages plus 2 or 3 years' FMCG experience will be a starting point, but your desire for autonomy and a proving ground, linked to your entrepreneurial spirit, will make you stand out from the pack.

We'll provide everything else you'll need. Excellent training, opportunities for progression, and a package which includes an impressive salary, BUPA and accident insurance, relocation expenses, and a free house and car.

Your first step is to write with career details to Mrs H. Morgan, Personnel Department, B.A.T (UK and Export) Limited, Export House, Woking, Surrey GU21 1YB. Closing date: Friday 27 March, 1992.



B.A.T (U.K. and Export) Limited

WORLD CLASS
MANAGER & ENGINEER

OPERATIONS DIRECTOR

C.£50,000 PACKAGE + CAR

We require an outstanding manager - and engineer - to develop a highly successful industrial engineering consultancy into a major business.

Our service is both unique and powerful. Regularly producing increases in output of over 20% in a matter of weeks, it has attracted an impressive list of major blue chip clients across the UK.

Your task will be to sustain the rapid growth of the company, through the control of major projects and the provision of on-site support, guidance and not least your own personal expertise, to the consultants in the field.

Working in an environment which is self disciplined, but not rigidly structured, you must have exceptional analytical skills and an ability to take hands-on control of technical and commercial issues, which you can apply with and through people at all levels.

All of which suggests a history of achievement as an effective senior manager and a practical engineer in a blue chip environment.

Aged 30 to 45, you will receive a substantial rewards package which includes a profit share, reflecting the importance of your contribution.

To apply, please send your CV to our advising consultant, Harry Chrysospeas, at CFA, Avon House, Kensington Village, Avonmore Road, London W14 8TS.

HAGEN & Co

INDUSTRIAL CONSULTANTS

Senior Appointment

MARKETING
MANAGEMENT

Major Food Processor and Marketer

SAUDI ARABIA

FOOD PRODUCTS COMPANY, established in 1990 as a diversified Food Processor and Marketer, is based in Riyadh, Saudi Arabia and seeks a highly-qualified food industry marketing specialist -

SENIOR MARKETING MANAGER

To function as FOOD PRODUCTS COMPANY's Senior Marketing Expert in respect of its food products and brands. Reporting to the Director General, the successful candidate will be responsible for all sales, marketing and physical distribution functions. A university degree together with a proven record in Sales and Marketing Planning, Development and Management with a leading international brand-name food processor and marketer is essential.

This is a challenging position which includes an attractive remuneration package and benefits, housing, car, one-month annual vacation, return ticket home and medical coverage. The appointment can be either accompanied or unaccompanied.

There is currently no income tax in Saudi Arabia.

Please send your application with details of education and experience to Mr E. H. R. Lyte, Arthur D. Little Ltd., Berkeley Square House, Berkeley Square, London W1X 6EY.

Arthur D Little

£40,000 - £80,000 plus benefits
Management Consultancy in IT.
All business sectors

Established since 1964 CMG has expanded consistently to become Europe's leading provider of Management Consultancy specialising in the field of Information Technology. We assist our clients to achieve their own business objectives by supplying a complete range of services including Strategy Planning, Project Management, Software Development, Technical Consultancy, Payroll Services, Facilities Management and Bureau Processing.

Our client list includes a high proportion of Europe's largest and most successful organisations.

We have recently announced our 1991 financial results, showing another record year in both turnover and profitability.

In a demand-driven market we have a continual need to provide our client base with high level strategic advice on the use of IT to improve business performance. CMG is responding to this demand by increasing capability and resourcing at the top level of our product and service range.

Our growth applies to all the business sectors in which we are active, and we are looking for experienced Management Consultants with business awareness in at least one of these areas: Finance, Government, Utilities, Energy, Petrochemical, Commercial, Retail, Distribution and Transport.

This is an extensive recruitment campaign as we wish to

acquire skilled people at all levels of experience as part of CMG's corporate plan for extending our Management Consultancy services. In addition we would be interested to hear from anybody who can help to implement our internal training programme.

Candidates must be capable of building excellent relationships with the senior management of our client organisations to ensure that CMG continues to develop as a successful quality business.

What you can expect from us is the opportunity to develop your career and be part of the continuing growth of one of Europe's leading management consultancies. You will be actively encouraged to progress into higher management.

As well as the CMG share purchase scheme (the majority of employees own shares in CMG) you'll enjoy free family BUPA, plus pension, life assurance and sickness insurance. Annual holidays rise from 26 to 41 days.

If you think you have what it takes to be part of CMG's unique brand of management consultancy, please write with full CV to Alan Gardner, CMG Management Consultancy, Telford House, Telford Street, London SW1H 9XB or telephone 071 233 0288.



CMG. Systems for success.

LONDON · MANCHESTER · AMSTERDAM · ROTTERDAM · UTRECHT · GRONINGEN · DEN HAAG · FRANKFURT · MÜNCHEN

Are you hungry for success?
(Or just peckish?)

Sales Consultants
Good basic salary
Potential first year earnings £20,000 plus quality car

At Black Horse Financial Services Ltd we ask for 100% commitment from our Sales Consultants. In return we offer excellent back-up from one of the fastest growing companies in the financial services industry.

Our track record has been one of uninterrupted expansion. Our products and technological infrastructure are excellent. And, of course, our client base is one of the finest there is: Lloyds Bank's own customers.

those customers, we'll help you to satisfy a real hunger for success. Suitable people will be aged 25-45, prepared for a demanding interview and ready to pick up the phone now.

Call 0345-345015, whatever the time, quoting reference NAT7-calls are charged at local rates.

Black Horse
Financial ServicesHead of Contract
Negotiation

c.£40,000 + performance related bonus
+ car + substantial benefits

For over 50 years PPP has been a leader in private medical insurance. As the second largest medical insurance group in the UK, we combine innovation and value with a high level of customer care.

To optimise value for money for our subscribers in an increasingly competitive, cost-conscious market, we require a seasoned Commercial Negotiator to manage our Department of Hospital Contracting.

Based in Tunbridge Wells and reporting to the General Manager - Medical Division, you will lead a small team negotiating complex £multi-million contracts with hospital groups, dealing personally with the major providers.

You will have proven experience in negotiating and monitoring the performance of comprehensive, high-value commercial contracts in which standards of service are critical. Success in this role requires a combination of strong analytical and financial management skills with a high level of interpersonal ability. Health sector experience, although advantageous, is not necessary.

The importance of this role is reflected in the status of the appointment and the substantial salary and benefits package. Salary is c.£40,000 plus a substantial performance related bonus. Benefits include company car, private medical insurance, generous pension and life assurance, PHI and subsidised mortgage.

Please write, explaining how you meet our requirements and enclosing your c.v. and details of your current salary and benefits package, to: Mrs Rosemary Serpis, Senior Personnel Officer, Private Patients Plan, PPP House, Vale Road, Tunbridge Wells TN11 1BJ.

NATIONAL
SALES MANAGER
c£35,000

A substantial European Group requires a National Sales Manager for its UK building systems division with £30 million turnover and based in Wiltshire.

Candidates may come from any industry which is involved in long term business development selling. They should be aged 35 to 49, strong motivators of senior sales developers and with the ability to analyse market opportunities and plan the total sales function.

The post reports to the Managing Director and is a member of the Management Board. Earnings are based on high salary and sales targets achievement. Usual large company benefits apply. This is an outstanding career opportunity. Relocation can be negotiable.

Apply in complete confidence with Curriculum Vitae, current earnings and photograph to George Fearnley-Whittinghall, Profile Management Search, 53 Northgate Street, Gloucester, GL1 2AJ.

BUSINESS ANALYST
EAST SUSSEX £17,000-£24,000

As a household name Parker Pen will need no introduction. Their UK operation is based in Newhaven, where the Sussex Downs meet the sea, in a modern office and factory, employing some 800 people.

Our Commercial Development team has been tasked with developing our systems for 1992 and beyond and we are seeking a Business Analyst to play a major role in this project.

- The requirements are:
- Graduate with a minimum of several years commercial/Industrial experience.
 - Experience in developing systems solutions, preferably in DISTRIBUTION and ORDER PROCESSING.
 - Computer literate with experience of IBM PC, AS400 or Mainframe.
 - An interest in developing business skills.
 - Problem solving ability.
 - Good interpersonal skills, together with persistence, diplomacy, confidence and self-motivation.

If your background and experience fits, we would like to hear from you. Please send your CV to our recruitment adviser, Mark Irens, IRENS & CO, 17 WIGMORE STREET, LONDON W1H 9LA. Interviews can be held in London or Newhaven.

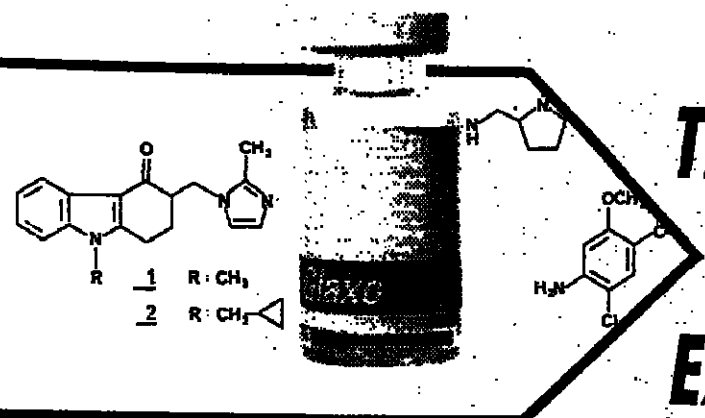


Parker Pen UK Limited Newhaven East Sussex

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



**THE WAY FORWARD
FOR YOUR QA
EXPERTISE IS ...**

Glaxo is a World Leader in the discovery, development and manufacture of ethical pharmaceuticals, with a reputation based on innovation, excellence and unrivalled commitment to developing and maintaining "World Class" quality standards.

Glaxo Manufacturing Services (GMS) makes pharmaceuticals for global markets at Ware in Hertfordshire and Barnard Castle in County Durham. GMS has some of the most advanced manufacturing facilities in the world and is undergoing an unprecedented period of new product introductions. Opportunities to join a world-leader and move your career forward have been created at both sites.

Positions are suitable for young graduates in chemistry, pharmacy, microbiology or biology or, for those with up to ten years' relevant experience, dependent upon the appointment. A background in QA or secondary production in a pharmaceutical or related environment is required.

Product Quality Leaders

Ref 239/A - Up to £33,000

A key player in the Business Centre, through your team you will ensure that the highest quality specifications and GMP requirements are met.

An experienced QA professional, you could already be a Qualified Person and will have managerial and leadership skills.

Quality Compliance Officers

Ref 239/B - Up to £33,000

You will ensure that the activities within your Manufacturing Centre meet the standards of GMP. Within the Business Centre team you will provide leadership in quality and compliance.

You will have several years' QA experience, could be a Qualified Person and must be familiar with GMP.

Microbiologists

Ref 239/C - Up to £25,000

Working closely with manufacturing staff, you will test products, equipment and environment to ensure that required microbiological quality specifications are met, provide microbiological support for validation programmes and train other staff in the use of microbiological techniques to GCLP.

Some of these positions are suitable for new or recent graduates.

Analysts and Validation Co-ordinators

Ref 239/D - Up to £25,000

Working to GCLP standards, analysts will analyse and test raw materials, products and excipients to ensure that quality specifications are met.

In addition, some Analysts will undertake a Validation Co-ordinator role to ensure the development and application of effective validation procedures.

You should have some experience in the use of analytical techniques in a laboratory environment.

Highly attractive salaries and benefits packages dependent upon experience are offered with these positions, including non contributory pension scheme, generous share option scheme and relocation package where appropriate.

If you are interested in a step forward with a world leader in pharmaceuticals, please write enclosing your curriculum vitae to Carol Whitehouse at our consultants: Euromedica Ltd, 8 Enterprise House, Vision Park, Histon, Cambridge, CB4 4ZR quoting the relevant reference number, or telephone now on 0223 235333, Fax No. 0223 235305.

...WITH GLAXO



EUROMEDICA

QUALITY MEDICINES WORLDWIDE

Country Managers

Luxury FMCG

Central and Eastern Europe

With operations in all continents, our client is the world leader in its field. In recent years, their highly profitable business has seen significant growth, stemming as much from the calibre of its management team as from the prestige and quality of its brand portfolio.

Central and Eastern Europe represent a major long-term growth opportunity and consequently the Company now intends to appoint 3 Country Managers to take full profit and operational responsibility for their markets in Hungary, the former Soviet Union and Romania/Bulgaria. Candidates, aged 28-40, will be graduates with proven linguistic ability. They will have at least 5 years international sales/marketing experience, an outstanding track record, and training in a blue-chip consumer goods Company, noted for the excellence of its brand marketing.

Successful applicants will transfer to the assignment location for an initial 2-3 year tenure.

Subsequent opportunities for career advancement within the Group are excellent.

A highly competitive salary, benefits and expatriate package is offered.

Please write, enclosing a curriculum vitae, to Alan Rundle at Rundle Brownwood Ltd., Highway House, 17 London End, Beaconsfield, Bucks HP9 2HN.

**RUNDLE
BROWNWOOD**

INTERNATIONAL SEARCH AND SELECTION

DIRECTOR

TO CO-ORDINATE CARAT'S

EXPANSION INTO

EASTERN EUROPE

Based in Wiesbaden, Germany

£40,000 Gross

Plus Benefits

The Carat Group is Europe's leading media planning and buying specialist. It has a closely integrated network of more than 50 offices in 18 countries, serves more than 4,000 clients and handles media billings in excess of US\$ 5,000 million. It is now expanding its business drive into Eastern Europe and needs a top flight manager to direct it.

Based in Wiesbaden, Germany you will be responsible for leading and developing Carat's business in the emerging markets of Eastern Europe.

Experience of the media sector and Eastern Europe is not essential, but fluency in English and German, both oral and written, is a requirement. Computer literacy (PC's) is also essential.

Aged 30-40, you will have extensive international business and management skills and experience of setting up decentralised operations.

A company car will be provided.

Candidates should submit in confidence a comprehensive CV to: Wolfgang Hummel, HMS Media Service GmbH, Biebricher Allee 36, D-6200 Wiesbaden, Germany.

CARAT IS A WHOLLY OWNED SUBSIDIARY OF AEGIS plc



I.T. Business Consultants & Project Managers

To £40,000 + Benefits + Car

London & Cheshire

The rapid development and integration of Information Technology throughout the public sector calls for consultancy skills of the highest order.

A recognised leader in its field, our client is one of the world's largest professional services companies. They have successfully proven their pedigree in the management of complex and demanding consultancy projects. Their public sector division in particular, has won a substantial number of key, high-profile contracts throughout the United Kingdom.

To help sustain this growth and to maintain our client's pre-eminent position, a number of rare opportunities for Consultants and Project Managers have been identified.

Common to all roles is the ability to liaise with customers at the most senior level and an understanding of the public sector, gained from working within a System/Software House or Consultancy environment.

Experience of AGILs and structured methods (in particular SSADM and PRINCE) would be highly desirable, as would the flexibility to adapt and work on different client premises.

away from your chosen base location. Consultants will be expected to identify and capitalise on new business opportunities, therefore proven strong commercial and business acumen must be in evidence. Naturally, a solid track record in all aspects of Project Management is a pre-requisite for the Project Managers' positions.

Applicants, preferably educated to degree level, will possess an outgoing and resilient personality, strong communication and presentation skills and the confidence and commitment to contribute to our client's commercial success.

Chosen applicants can expect real career opportunities, training and personal development second to none.

To apply, please forward your CV, including daytime telephone number and salary details, and stating the location and position you wish to apply for, to Lucy Gilmour or Tom Crawford at Harvey Nash, quoting Ref: HN561 ST.

HARVEY NASH

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2 5LX TEL: 071-333 0033

SEARCH & SELECTION IN INFORMATION TECHNOLOGY

Human Resources Director - International Opportunity

SW LONDON - c.£40,000 + BONUS + CAR



The Seagram Company is a leading worldwide producer and marketer of premium spirits, wines and beverages, including such premium brands as Chivas Regal and The Glenlivet scotch whiskies, Martell cognacs, Mumm Cordon Rouge champagnes, Sandeman ports and sherries, and Tropicana juices.

Within its Seagram Europe & Africa Division, the company has established a new regional grouping comprising Scandinavia, Eastern Europe, the CIS, and Africa. This is an area of major investment focus for the company, which now seeks a Human Resources Director - Eastern Region & Africa, to meet the organisation and business challenges of the new Region.

The prime objective for this new position will be to

resource the development of new operations and subsidiaries in the Region and to install systems to provide strategic and effective HR management for this rapidly developing business.

Candidates should have the ability to make a swift impact in a wide variety of cultural and commercial environments - a requirement calling for substantial international HR experience, preferably with a similar start-up emphasis, in a blue-chip organisation. Personal mobility and a proven ability to get results are essential. A knowledge of French, German and Russian would be an advantage.

Group prospects beyond this uniquely challenging role are excellent. To apply, send your detailed cv to Christopher West at Courtenay, 3 Hanover Square, London W1R 0AT, or telephone 071-491 4014 for a personal history form. In either case, please quote ref: 4224CW.

COURTENAY
SPECIALISTS IN HR SEARCH & SELECTION



c.£30k + car + benefits

Risk Management Controller

Northampton

Nationwide, with over 1 million mortgage accounts, is established as the UK's second largest building society. We have a reputation for innovation across our broad product range, with our Management Services Department playing a key role in the development of business strategies and management for the Mortgage and Insurance Division.

Within the Department an important and challenging role has been created to manage and develop risk management systems and procedures for the Society's Mortgage products.

A prime responsibility will be to develop systems to monitor and control lending quality within agreed policies which will minimise the organisations risk potential for bad debts. Another important aspect will be the liaison with and control of the work of third party credit scoring companies working on our behalf.

The demanding and far-reaching position will give you a thorough grounding in the Society's lending policies and a detailed awareness of the business issues, at both strategic and tactical levels, which face one of the country's main mortgage lenders.

Already committed to a future in Financial Services and

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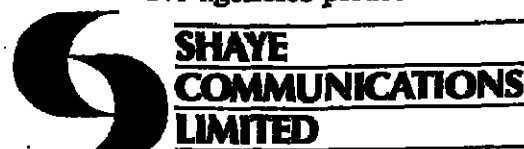
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Determined to be fair and square

Clare Hogg, in the second of a two-part series, reports on ways that company chiefs can fully justify their executive salaries to the shareholders

Douglas McWilliams, the chief economic adviser to the CBI, sets out three key principles by which top pay levels may be judged: first, pay should reflect performance; second, pay should be determined by independent non-executive directors operating on behalf of the shareholders; the third concerns the openness described above. "There should be *glasnost* in determining remuneration systems."

However, as Mr McWilliams admits, even though the principles are clear cut, "their application is a bit more complicated."

Few companies have reached *glasnost*. "Many awards to senior executives that are realistic, responsible and competitive, yet they fail to disclose who is making the decisions and criteria being employed. They are therefore leaving themselves open to unnecessary criticism," says Colin St Johnston, managing director of ProNed, an organisation which promotes the work of non-executive directors.

In the previous article on directors' pay in this column (March 5, 1992), we quoted Mr McWilliams as saying, "It's not so much what you do, but more how you do it." The methodology behind the figures, the justification for them, must be crystal clear to all.

Carol Arrowsmith, the managing director of remuneration experts New Bridge Street, agrees. In a recent *Director* magazine article she explains: "Much of the current furor over top pay is misplaced. The best solution would be for companies to include a clear statement in the annual report of the make-up of top pay, covering base pay, bonuses, retirement benefits and options, with an explanation of the basis of reward for the current year."

Her advice is echoed almost exactly in the latest ProNed guidelines, which also make the point

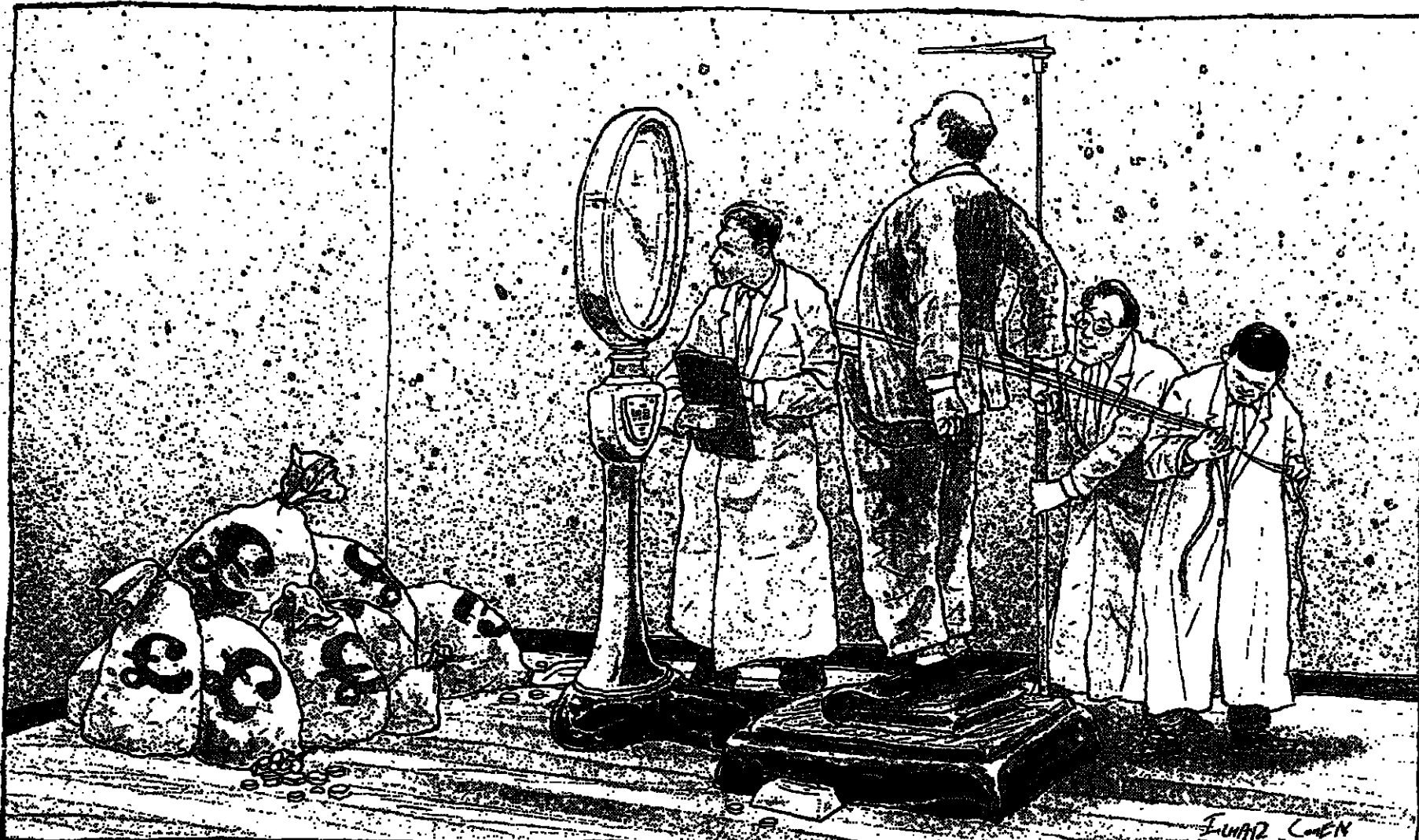
that the names of those on a company's remuneration committee should be published in the annual report (currently only 33 per cent of companies do this), and goes on to say that "the remuneration committee should only make recommendations they are prepared to see published and to justify in public."

Mr St Johnston explains that the guidelines have been formulated to help. "If followed," he promises, "they will help independent non-executive directors ensure that the remuneration process is fair, that it is fully disclosed and therefore can be defended."

Ensuring that the remuneration process is fair and sufficiently rewards performance is itself a thorny problem. Profits are so easy to manipulate by short-term decisions that many, including Peter Morgan, the director general of the Institute of Directors, are in favour of "share-option schemes forming a significant element."

Others have argued during the recent depressed state of the stock market that share-options are an insufficient incentive, preferring instead a cash-based, long-term component to pay. One of the strongest arguments in favour of share-option schemes is that directors are supposed to act in the interests of shareholders and that they should therefore receive bonuses only if shareholders have benefited by their tenure of office.

One cannot help feeling that some share options are good just as long as the general buoyancy in the market makes them easy money, but when things are tough they would prefer to change the goal posts so that they can have a "guaranteed" stream of easy cash. Maybe a fairer way of assessing share performance is the performance of the shares relative to the market as a whole, but this too will have its anomalies.



For example, shares often rise steeply when the company is the target of a takeover. Yet, the argument for a takeover is often that new management could do better than the old. All of which only goes to show that assessing directors' performance by simplistic targets often rewards or penalises people irrespective of performance or distorts their performance to reach artificial goals.

And what of the second principle, that compensation levels should be set by a snow-white group of individuals with more general application? The description "independent non-executive directors operating on behalf of the shareholders" may seem to hang nicely together, but it makes many dangerous assumptions. Bud Crystal, the professor of business administration at the University of California, Berkeley, recently completed a study in the United States of 104 of the largest *Fortune* 500 and *Service* 500 companies.

"In studying the way CEOs are paid, I found that about 40 per cent of the variation in their pay could be traced to considerations of company size, performance, business risk and CEO tenure."

"If those same factors are used to predict the pay of outside directors (excluding CEO tenure, which is not applicable), only company size proves to have any significance, and it accounts for only 6 per cent of the variation in pay. So while outside directors are fond of preaching about the need for pay-for-performance, they rarely practise what they preach."

Two American law professors, Ronald Gilson and Reiner Kraakman, in a working paper published by Stanford Law School, highlight severe limits to the independence of non-executive directors (NEDs) which apply just as much in Britain. In practice, they are usually appointed by management, not shareholders.

One only has to think of some of the more notorious recent scan-

dals to realise that not all NEDs are acting diligently and in a truly independent way to protect the interests of the shareholders.

Even more surprising, there are some public companies which have no remuneration committee, and some which have no NEDs (Amstrad and Lonrho, for example). There is no statutory requirement for companies to have NEDs and therefore some choose not to do so. Under these circumstances, who should get their salaries and who should assess performance?

While Mr McWilliams's three principles sound fine in theory, in practice they are not easy to achieve. Performance is truly difficult to assess; clearly can also pose problems; and the non-executive solution to protecting the shareholders' interests is fallible.

Although the current situation may work well in most cases, the system is capable of serious abuse. So long as fairness is not transparent, there will be highly-publicised criticism in individual cases.



Full disclosure: Colin St Johnston the managing director of ProNed

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Richmond upon Thames is facing up to the challenges of the '90's by restructuring its Housing Services to improve the delivery of quality services to the customer. Our objective is to provide a framework founded on the principles of sound financial practice, tenant participation and the development of devolved, locally based services.

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As Head of Support Services, you will be a key member of the Housing Services Management team accountable to the Deputy Director. It will be your primary responsibility to direct, manage and control the Department's financial matters. Your ability to understand financial systems and manage tight budgets will be of paramount importance.

You will also have responsibility for leading the personnel, training, policy, research, marketing, information technology, performance review and administration functions.

Given this wide range of functions we are looking for a manager with a proven track record in sound financial control and clear organisational and leadership qualities. An understanding of the role of these diverse disciplines within a service orientated culture would also strengthen your case.

A relevant financial or management qualification would be a further advantage.

Please telephone 081-891 7412 for a job pack or write to Housing, Health and Consumer Services Department, London Borough of Richmond upon Thames, Civic Centre, 44 York Street, Twickenham TW1 3BZ.

Please quote Ref: H/143.

Closing date 28th March 1992.



MANAGING DIRECTOR

Are you a London based I.F.A?

A Financial Services Group seeks a Managing Director for one of its subsidiaries by way of a merger or acquisition of a similar business.

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Mr D Lynch, Company Secretary, IFG Group Plc,
19 Fitzwilliam Square, Dublin 2
Tel:- Dublin (010 353 1) 611954

BBC 1

- 6.00 **Ceebeez** (72345) 6.30 **Breakfast News** (57612506)
 9.05 **Election Call** presented by Jonathan Dimbleby. This morning the environment secretary Michael Heseltine answers viewers' and listeners' calls. To participate ring 071-759 5000. Simultaneous broadcast with Radio 4 (1465703)
 10.00 **News**, regional news and weather (6537513) 10.05 **Playdays** (r) (8203838) 10.25 **Poddington Pass** (r) (6630600) 10.35 **Gabriel's**. Celebrity word game (8253557)
 11.00 **News**, regional news and weather (4945567) 11.05 **Beautywise**. Advice on all aspects of hair (5933093) 11.30 **Travel Show Extra**. Reports from Cromer on the Norfolk coast, Wensleydale in Yorkshire, the Greek island of Zakynthos and an exclusive Australian health report (7657222) 11.55 **The History Man**. Bryan McNamery begins a series on 12th-century castles starting with the one at Orford in Suffolk, includes **News** at 12.00 (5579703)
 12.05 **Pebble Mill**. Alan Titchmarsh and Judi Spiers announce the winners of the Broadcasting Press Guild awards (s) (1728136) 12.55 **Regional News** and weather (65321519)
 1.00 **One O'Clock News** and weather (28451) 1.30 **Neighbours**. (Ceebeez) (s) (5325559)
 1.50 **Fame**. The Getting of Wisdom (1977) starring Susanah Fowle and Barry Humphries. Australian drama set at the turn of the century in a girls' finishing school where a sensitive young woman from the outback has to cope with snobbery and discrimination. Directed by Bruce Beresford (2640854)
 3.30 **Cartoons**. Three Bugs Bunny shorts (4346887) 3.50 **Melvin and Mousie's Music-A-Grams** (s) (6155971) 4.05 **Jackanory**. Bernard Cribbins with part four of Hugh Lofting's *The Story of Doctor Doolittle* (5846277) 4.20 **The Further Adventures of SuperTed** (r) (658797) 4.30 **Disney Highlights**. Comedy drama set in a seaside hotel. (Ceebeez) (s) (2773613)
 4.55 **Newsround** (5952557) 5.05 **Blue Peter**. Enduring children's magazine series. (Ceebeez) (s) (6431093)
 5.35 **Neighbours** (r). (Ceebeez) (s) (110074). Northern Ireland: Inside Ulster
 6.00 **News** with Anna Ford and Chris Lowe. (Ceebeez) Weather (635) 6.30 **Regional News** and weather (597). Northern Ireland: Neighbours
 7.00 **Top of the Pops** (s) (645) 7.30 **Eastenders**. (Ceebeez) (s) (971)
 8.00 **Last of the Summer Wine**. Foggy tries to lift Compo's depression caused by Smiler's burgeoning friendship with Nora Betty through an old jungle remedy he learnt during the war (r). (Ceebeez) (2074)
 8.30 **Us Girls**. Comedy series about three generations of one family living under the same roof. (Ceebeez) (s) (1102)
 9.00 **Nine O'Clock News** with Michael Buerk. (Ceebeez) Regional news and weather (250277)
 9.50 **Party Election Broadcast** by the Labour party (684703)
 10.00 **Crimestwatch UK** presented by Nick Ross and Sue Cook. Includes appeals for information concerning the 16-year-old murder of Lesley Moloughney whose case has been re-opened after the latest month of the man wrongly imprisoned for the crime (513557)



Waxing lyrical: Ruby with actor James Belushi (10.45pm)

- 10.45 **The Full Wax**. The still American comedienne Ruby Wax is joined by James Belushi and Patricia Hodge (s) (688828). Northern Ireland: Spotlight
 11.15 **Campana Question Time** presented by Peter Sissons from Luton. The panel is Chris Patten, Gordon Brown, Sir David Steel and Isobel White (527123)
 12.05 **On the Hustings** (579719). Northern Ireland: (to 12.40) Faces of Islam 12.55 **Weather** (5013858)
 1.00 **Faces of Islam**. The second of four programmes for Ramadan (499465). Ends at 1.15
 2.00 **The Way Ahead**. Continuing the explanation of April's new benefits for the disabled (6442338). Ends at 2.15

BBC 2

- 8.45 **Open University: Drifting Continents** (6743830). Ends at 7.10
 8.00 **Breakfast News** (4980800)
 8.15 **40 Minutes: Children of the Open Road** (r) (557258)
 9.00 **Daytime on 2**. Educational programme
 9.00 **News** and weather (7403172). Followed by **You and Me** (r) (5551557) 2.15 **Advice Shop** (3408987)
 3.00 **News** and weather (2777000) 3.05 **High Chaparral**. Western adventures (603008) 3.50 **News** and weather (4913525)
 4.00 **Seabrook's Year**. The last of the series profiling the life of Richard Seabrook, a freelance farmworker (r) (800)
 4.30 **Slow Boat From Sarabhai**. Jack Pizzey ponders the power of women in the Philippines (r). (Ceebeez) (555155)
 5.20 **Motorcycle Man**. The world of the motorcyclist for whom all roads lead to the Isle of Man TT races (r) (6580635)
 5.30 **Dying from Embarrassment**. A documentary about testicular cancer which affects one in 500 men (r) (384)
 6.00 **Film: Where Pigeons go to Die** (1980). The late Michael Landon wrote, directed and stars in this sentimental tale of a middle-aged man reflecting on the influence in his childhood of his beloved grandfather. With Art Carney (71616). Wales: See Heart 6.30 **Deutsch Direkt** 6.55 **Bazaar** 7.20 **Abroad in Britain** 7.50-8.30 **Statements**
 7.30 **First Sight: Election Special**. Terry Dignam examines the importance of marginal seats in the South-east. With reports from the constituencies of Brentwood and Ilkerton, Harlow, Tooting and Hastings (513). Northern Ireland: Situations Vacant; East: Matter of Fact; Midlands: Midlands Report; North: North-east and North-west; Close Up North; South: Southern Eye
 8.00 **Abroad in Britain: Brick and Mortar**. Jonathan Meades continues his exploration of exotic Britain and turns his attention to military architecture (r). (Ceebeez) (8139)
 8.30 **Top Gear**. Includes a road test on the latest small car from Fiat, the Cinquecento (2451)
 9.00 **Red Dwarf V**. Off-beat science fiction comedy series starring Chris Barrie and Craig Charles. (Ceebeez) (s) (8345)



Reflecting on his war behind bars: Ian Mather (9.30pm)

- 9.30 **War Stories: Defence Correspondent Ian Mather**
 ● CHOICE: Sent by his newspaper to cover the Falklands invasion, defence correspondent Ian Mather got no further than Argentina where he was arrested on suspicion of spying and spent 81 days in prison. Instead of reporting news, he helped to resist. Returning to the scene of his incarceration for the first time, Mather chats amiably to his former adversaries who still seem unable to admit that there was no case against him. All is unfair in war. Unlike many of his colleagues, Mather is reluctant to condemn the Ministry of Defence's handling. VideoPlus+ card (52424)
 10.00 **The American** (r) (6140) 10.10 **The American** (r) (6140) 10.20 **The American** (r) (6140) 10.30 **The American** (r) (6140) 10.40 **The American** (r) (6140) 10.50 **The American** (r) (6140) 11.00 **The American** (r) (6140) 11.10 **The American** (r) (6140) 11.20 **The American** (r) (6140) 11.30 **The American** (r) (6140) 11.40 **The American** (r) (6140) 11.50 **The American** (r) (6140) 12.00 **The American** (r) (6140) 12.10 **The American** (r) (6140) 12.20 **The American** (r) (6140) 12.30 **The American** (r) (6140) 12.40 **The American** (r) (6140) 12.50 **The American** (r) (6140) 1.00 **The American** (r) (6140) 1.10 **The American** (r) (6140) 1.20 **The American** (r) (6140) 1.30 **The American** (r) (6140) 1.40 **The American** (r) (6140) 1.50 **The American** (r) (6140) 2.00 **The American** (r) (6140) 2.10 **The American** (r) (6140) 2.20 **The American** (r) (6140) 2.30 **The American** (r) (6140) 2.40 **The American** (r) (6140) 2.50 **The American** 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